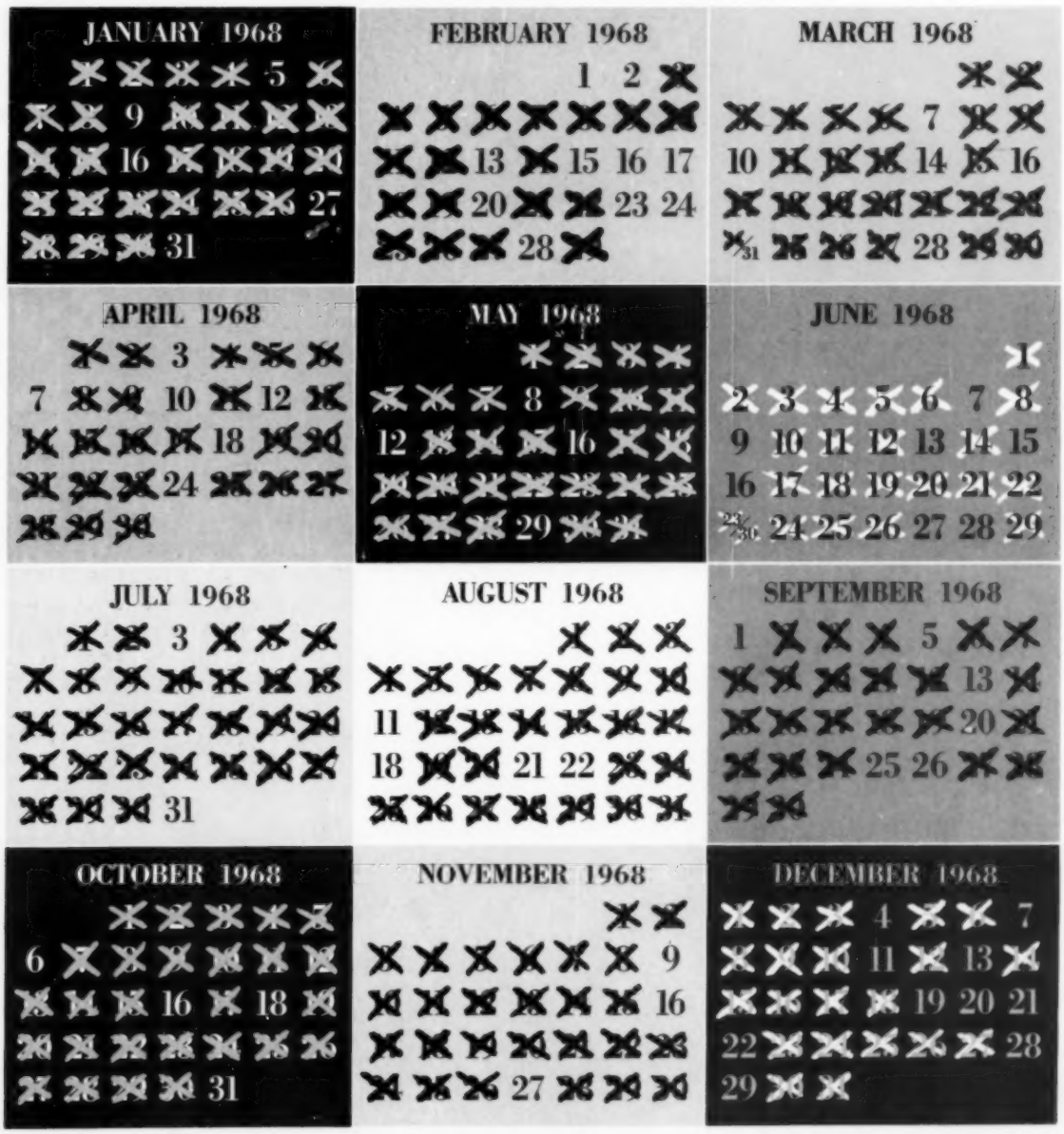
A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

January 1, 1968

commercial holidays abroad



International Trade Winds Newsletter

Company News

HOTELS—Two U.S. firms have entered into agreements to build hotels abroad. Pan American World Airways, in a joint agreement with the Government of the Republic of the Congo (Kinshasa), will build a $5.5 million hotel overlooking the Congo River at Kalina, with construction set to start early this year and completion scheduled for late 1969. Holiday Inns, Inc., Memphis, Tenn., expects to begin construction of a $4 million, 300 room hotel in Monaco by the end of March and complete it within 18 months.

MINING EQUIPMENT—Gardner-Denver Co., Quincy, Ill., and Broken Hill Proprietary Co., Ltd., Australia, have formed a joint venture company. Titan-Denver Proprietary, Ltd. to handle the manufacturing in Australia of Gardner-Denver's line of mining equipment. The products of the new company will be marketed through Gardner-Denver (Australia), Pty., Ltd., and operations will be conducted in factory facilities established at Newcastle, New South Wales.

MANAGEMENT CONSULTANTS—Arthur D. Little, Inc., Cambridge, Mass., has announced the formation of Arthur D. Little-Hellas Consultants, S.A., a Greek company established to provide technical and management consulting services to Greece and the other Mediterranean countries. The new company will be a joint operation of Little and the National Investment Bank for Industrial Development, S.A., an organization formed by 13 major foreign banks and the International Finance Agency, a subsidiary of the World Bank.

CONSTRUCTION ENGINEERING—M. W. Kellogg Co., New York, has announced that it will establish a branch office in Tokyo for its subsidiary, Kellogg Technical Services Co. Kellogg will offer its services of plant engineering for the petroleum, petrochemical, chemical, and fertilizer industries.

The art of display became a display. That's one way of reporting the successful between-regular-shows exhibition at the Stockholm U.S. Trade Center of Famous Artists Schools, which operate in Europe out of Amsterdam under the name Famous Schools International. The 12-day show, opened by Swedish designer Count Sigvard Bernadotte, drew a steady audience of young people, whose talents were tested on the spot by school instructors.

Nine months after the initial Sample Display exposure of their paint line in Bangkok, SEM Products Inc. of Belmont, Calif., reported the successful negotiation of an agency agreement in Thailand and an important initial order there. Following up on this promising first step in Southeast Asia, SEM is now seeking similar commercial contacts in Taiwan, Korea, Vietnam, Okinawa and Japan.

When 421 trade visitors from 152 companies came to a between-shows promotion at the Tokyo U.S. Trade Center, it meant a surprising 50% result from the invitation list. The show was presented by Seishin Trading Co. of Kobe, representing 11 U.S. companies in the electronic production equipment field. Now Seishin, pleased with the exposure, and a good sales total, is looking forward to the next regular Center show in this field.

It's farewell to the American Swedish Monthly, whose December issue was the last after serving the American-Swedish business community for so many years on behalf of the Swedish Chamber of Commerce of the U.S.A. and the Swedish Information Service. But the bright new "centralized" Swedish magazine Sweden Now will continue to present the Swedish image in the U.S.

Displayed at Munich, sold for Australia. The story turned up when a U.S. Consulate representative called at a co-op dairy at Hexham, New South Wales, and saw an Ex-Cell-O Pure-Pak fluid milk packaging machine there, bringing milk to Australians in paperboard containers. The company's sales manager had bought the machine after seeing it at the U.S. exhibition at the Munich International Dairy Congress in July 1966.

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for detailed know-how and analysis in our regular news columns.

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in this issue

A glance at the World Business Holiday calendar being assembled for this week's issue convinced the cover artist that almost every day in the year is a holiday somewhere in the world. To translate his artistic concept into specific information on dates in more than 110 nations, consult pages 2-10. Note also that while holiday observances vary from country to country, they also differ within countries.

January 1, 1968

Volume 74
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International Commerce

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Special Report

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World's holidays listed

Calendar offers 1968 observances for 119 lands around the globe

Celebration of holidays, especially religious ones, varies not only from country to country but even from region to region within countries.

This is one of the significant guideposts in this year's INTERNATIONAL COMMERCE World Business Holiday calendar.

For example, in Canada, Epiphany, Ash Wednesday, Ascension, All Saints' Day and the Feast of the Immaculate Conception are observed only in Quebec province. St. Patrick's Day is celebrated only in Newfoundland, Boxing Day is a holiday in Alberta, British Columbia, Manitoba, New Brunswick, Newfoundland and Prince Edward Island.

Yugoslavia has several regional Liberation Days which are celebrated by holidays: July 7 in Serbia, July 13 in Montenegro, July 22 in Slovenia, July 27 in Croatia and Bosnia-Hercegovina, and Oct. 11 in Macedonia.

Length and dates of Moslem holidays vary from country to country. The End of Ramadan is observed on Jan. 1 in Dahomey, Guinea, Libya and Kuwait; Jan. 2 in the Ivory Coast, Sierra Leone, Uganda, Ceylon, India, Iran, Jordan, and Lebanon; Jan. 3 in Morocco and the U.A.R.; and for two, three or four days during the first week of January in Nigeria, Somalia, Sudan, Tanzania, Indonesia, Afghanistan, Pakistan and Saudi Arabia. These observances depend on lunar observation, thus are open to variation.

Previous calendars have been updated for 1968 use, with amendments and refinements suggested by U.S. Commercial Officers in various parts of the world. The country desks of the Office of International Regional Economics in the Commerce Department, Bureau of International Commerce have also assisted with the 1968 calendar.

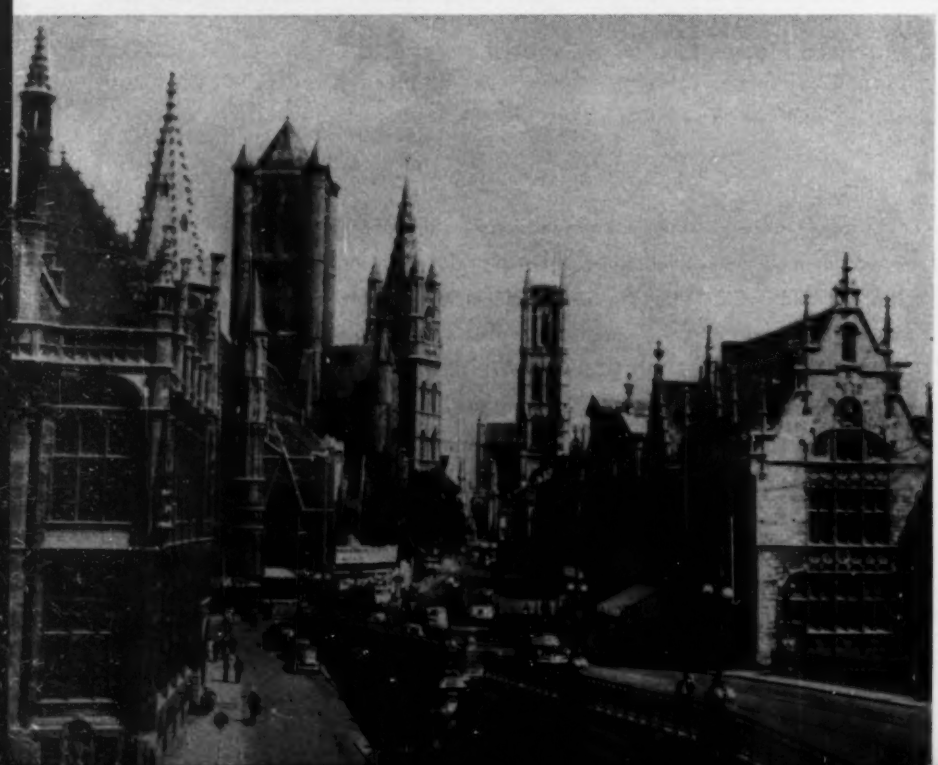
The calendar is intended as a working guide. Corroboration of specific dates is suggested in final business travel planning.

Another important reminder that applies overseas is that while the U.S. national holidays do not affect foreign business activity, they should be considered when making appointments with the U.S. Commercial Officers at the various embassies and consulates.

There is a reverse side to the coin: many countries still consider Saturday as a full normal workday (example—Afghanistan), so an arrival late in the week might result in more business transacted than the U.S. traveler had expected.

It always pays to check. A single phone call before departure could avoid the frustration of sitting around a hotel lobby for 24 hours or more waiting for banks, offices and stores to open.

EUROPE'S CENTURIES-OLD TRADITIONS are apparent in Christian holidays in many countries. Ghent, the capital of East Flanders, is Belgium's textile center and a major trading city since the 7th century.



EUROPE

AUSTRIA—Jan. 1 (New Year's Day), Jan. 6 (Epiphany), *Apr. 15 (Easter Monday), May 1 (Labor Day), *May 23 (Ascension Day), *June 3 (Whit Monday), *June 13 (Corpus Christi), Aug. 15 (Assumption), Oct. 26 (National Holiday), Nov. 1 (All Saints' Day), Dec 8 (Immaculate Conception), Dec. 25 (Christmas), Dec. 26 (St. Stephen's Day).

Regional holiday: Nov. 15 (St. Leopold's Day) is observed only in province of Lower Austria.

BELGIUM—Jan. 1 (New Year's Day), *Apr. 15 (Easter Monday), May 1 (Labor Day), *May 23 (Ascension Day), *June 3 (Whit Monday), July 21-22 (National Holiday), Aug. 15 (Assumption), Nov. 1 (All Saints' Day), Nov. 2 (All Souls' Day), Nov. 11 (Armistice Day), Nov. 15 (Dynasty – King's birthday), Dec. 25-26 (Christmas).

Specialized holidays: all metallurgical plants are closed Dec. 2, the day following the traditional holiday of St. Eloi, patron saint of metallurgical workers. The city of Binche celebrates its annual carnival Feb. 25-27.

BULGARIA—Jan. 1 (New Year's Day), Apr. 30 (half holiday, preceding May Day), May 1-2 (May Day), May 24 (Education Day), Sept. 9-10 (Liberation Day), Nov. 6 (half holiday before Oct. Revolution Day), Nov. 7 (Oct. Revolution Day), Dec. 31 (half holiday before New Year's Day).

CZECHOSLOVAKIA—Jan. 1 (New Year's Day), *Apr. 15 (Easter Monday), May 1 (Labor Day), May 9 (1945 Liberation), Oct. 28 (Nationalization Day), Dec. 25-26 (Christmas).

DENMARK—Jan. 1 (New Year's Day), *Apr. 11 (Maundy Thurs.), *Apr. 12. (Good Friday), *Apr. 15 (Easter Monday), *May 10 (Prayer Day), *May 23 (Ascension Day), *June 3 (Whit Monday), June 5 (Constitution Day), Dec. 25 (Christmas), Dec. 26 (Second Christmas Day).

Many industries close at noon on May 1. Banks are closed Apr. 13 and Dec. 24

FINLAND—Jan. 1 (New Year's Day), Jan. 6 (Epiphany), *Apr. 12 (Good Friday), *Apr. 15 (Easter Monday), May 1 (May Day), *May 23 (Ascension Day), *June 3 (Whit Monday), June 22 (Midsummer's Day), Nov. 2 (All Saints' Day), Dec. 6 (Independence Day), Dec. 25-26 (Christmas).

FRANCE—Jan. 1 (New Year's Day), *Apr. 15 (Easter Monday), May 1 (Labor Day), *May 23 (Ascension Day), *June 3 (Whit Monday), *Aug. 15 (Assumption), Nov. 1 (All Saints' Day), Nov. 11 (Armistice Day), Dec. 25 (Christmas).

Because July 14 (Bastille Day) falls on a Sunday in 1968, either July 13 or 15 will be declared a holiday. August is a poor month for conducting business, as most business firms are closed.

GERMANY—Jan. 1 (New Year's Day), *Apr. 12 (Good Friday), *Apr. 15 (Easter Monday), May 1 (Labor Day), *May 23 (Ascension), *June 3 (Whit Monday), June 17 (Day of German Unity), *Nov. 20 (Repentance Day), Dec. 24—after 4 p.m.—(Christmas Eve), Dec. 25-26 (Christmas).

*Regional holidays: Jan. 6 (Epiphany) Baden-Wuerttemberg, Bavaria; Feb. 26 (Rose Monday) – Bonn, Cologne, and other Catholic areas celebrating Carnival. *June 13 (Corpus Christi) – Hesse, North Rhine-Westphalia, Rhineland-Palatinate, Saarland, and Catholic areas of Baden-Wuerttemberg and Bavaria; Aug. 15 (Assumption) – Saarland, Catholic areas of Bavaria; Nov. 1 (All Saints' Day), Baden-Wuerttemberg, North Rhine-Westphalia, Rhineland-Palatinate, Saarland, Catholic areas of Bavaria.*

GREAT BRITAIN—*Apr. 12 (Good Friday), *Apr. 15 (Easter Monday), June 3 (Spring Bank Holiday), Sept. 2 (Late Summer Bank Holiday), Dec. 25 (Christmas), Dec. 26 (Boxing Day).

In addition, the Channel Islands observe Jan. 1 (New Year's Day) and May 9 (Liberation Day).

GREECE—Jan. 1 (New Year's Day), Jan. 6 (Epiphany), *Mar. 4 (Whit Monday), *Apr. 19 (Good Friday), *Apr. 22 (Easter Monday), *Apr. 23 (half-holiday after Easter Monday), Aug. 15 (Assumption), Oct. 28 (Ohi Day), Dec. 25 (Christmas), Dec. 26 (Boxing Day), Dec. 31 (New Year's Eve—half-holiday).

HUNGARY—Jan. 1 (New Year's Day), Apr. 4 (Liberation Day), *Apr. 15 (Easter Monday), May 1 (Labor Day), Aug. 20 (Constitution Day), Nov. 7 (Russian Revolution Day), Dec. 25 (Christmas), Dec. 26 (Boxing Day).

It is possible that Aug. 19 will also be declared a holiday, in which case businesses will be open all day the preceding Sat. and a half day on Sunday.

TWO DAYS FOR CHRISTMAS is the tradition throughout Scandinavia. Denmark, whose capital Copenhagen is shown above, also observes the Easter holidays, two bank holidays, and Constitution Day.

ICELAND—Jan. 1 (New Year's Day), *Apr. 11 (Holy Thurs.), *Apr. 12 (Good Friday), *Apr. 15 (Easter Monday), *Apr. 18 (First day of summer), May 1 (Labor Day), *May 23 (Ascension Day), *June 3 (Whit Monday), June 17 (Anniversary of Proclamation of Republic—1944), *Aug. 5 (Bank Holiday), Dec. 1 (Anniversary of Independence—1918), Dec. 24 (Christmas Eve—half holiday), Dec. 25 (Christmas), Dec. 26 (Boxing Day), Dec. 31 (New Year's Eve).

IRELAND—Mar. 18 (Monday after St. Patrick's Day), *Apr. 12 (Good Friday), *Apr. 15 (Easter Monday), *June 3 (Bank Holiday), *Aug. 5 (Bank Holiday), Dec. 25 (Christmas), Dec. 26 (St. Stephen's Day).

ITALY—Jan. 1 (New Year's Day), Jan. 6 (Epiphany), Mar. 19 (St. Joseph's Day), *Apr. 15 (Easter Monday), Apr. 25 (Liberation Day), May 1 (Labor Day), *May 23 (Ascension Day), *June 13 (Corpus Christi), June 2 (Founding of the Republic Day), June 29 (SS Peter & Paul), Aug. 15 (Assumption), Nov. 1 (All Saints' Day), Nov. 4 (National Unity Day), Dec. 8 (Immaculate Conception), Dec. 25-26 (Christmas).

LIECHTENSTEIN—Jan. 1 (New Year's Day), Jan. 6 (Epiphany), Feb. 2 (Candlemas), Mar. 19 (St. Joseph's Day), *Apr. 12 (Good Friday), *Apr. 13 (Holy Sat.), *Apr. 15 (Easter Monday), *May 23 (Ascension Day), *June 3 (Whit Monday), *June 13 (Corpus Christi), Aug. 15 (Assumption), Sept. 8 (Nativity), Nov. 1 (All Saints' Day), Dec. 3 (St. Luke's Day), Dec. 8 (Immaculate Conception), Dec. 25-26 (Christmas).

LUXEMBOURG—Jan. 1 (New Year's Day), *Feb. 26 (Shrove Monday), *Apr. 15 (Easter Monday), May 1 (Labor Day), *May 23 (Ascension Day), *June 3 (Whit Monday), June 24 (day after Grand Duke's Birthday), Aug. 15 (Assumption), Sept. 2 (Fall Fair—Schoberness), Nov. 1 (All Saints' Day), Nov. 2 (All Souls' Day), Dec. 25-26 (Christmas).

MALTA—Jan. 1 (New Year's Day), Jan. 6 (Epiphany), Feb. 10 (St. Paul's Shipwreck), March 19 (St. Joseph), *April 12 (Good Friday), *May 23 (Ascension), *June 13 (Corpus Christi), June 29 (SS Peter and Paul), Aug. 15 (Assumption), Sept. 8 (Great Siege Day), Sept. 21 (Independence Day), Nov. 1 (All Saints Day), Dec. 8 (Immaculate Conception), Dec. 25 (Christmas).

MONACO—Jan. 27 (Sainte Devote), *Feb. 27 (Shrove Tuesday), Mar. 21 (Mie-Careme), *Apr. 11 (Holy Thursday) or Apr. 12 (Good Friday), *Apr. 15 (Easter Monday), May 1 (May Day), *May 23 (Ascension Day), *June 3 (Pentecost), June 13 (Fete-Dieu), Aug. 15 (Assumption), Nov. 1 (All Saints' Day), Nov. 19 (National Holiday), Dec. 8 (Immaculate Conception), Dec. 25 (Christmas Day).

NETHERLANDS—Jan. 1 (New Year's Day), *Apr. 12 (Good Friday), *Apr. 15 (Easter Monday), Apr. 30 (Queen's Birthday), May 3 (Remembrance Day), *May 23 (Ascension Day), *June 3 (Whit Monday), Dec. 25-26 (Christmas).

N. IRELAND—Mar. 18 (day after St. Patrick's Day), *Apr. 12 (Good Friday), *Apr. 15 (Easter Monday), June 3 (Spring Bank Holiday), July 12 (Orangeman's Day), Sept. 2 (Late Summer Bank Holi-

IRELAND AND N. IRELAND both observe St. Patrick's Day as well as many holidays in common with Great Britain and Scotland, such as Easter, Christmas and Spring Bank holidays. Here, Waterford City.

day), Dec. 25 (Christmas), Dec. 26 (Boxing Day).

Banks, schools and government offices are closed for St. Patrick's Day observance, but most businesses remain open.

NORWAY—Jan. 1 (New Year's Day), *Apr. 11 (Maundy Thurs.), *Apr. 12 (Good Friday), *Apr. 15 (Easter Monday), May 1 (Labor Day), May 17 (Constitution Day), *May 23 (Ascension Day), *June 3 (Whit Monday), Dec. 24 – half day, Dec. 25-26 (Christmas).

POLAND—Jan. 1 (New Year's Day), *Apr. 15 (Easter Monday), May 1 (Labor Day), *June 13 (Corpus Christi), July 22 (National Day), Nov. 1 (All Saints' Day), Dec. 25-26 (Christmas).

PORTUGAL—Jan. 1 (New Year's Day), *Apr. 12 (Good Friday), June 10 (Portugal Day), June 13 (Corpus Christi, St. Antonio's Day), Aug. 15 (Assumption), Oct. 5 (Proclamation of Portuguese Republic), Nov. 1 (All Saints' Day), Dec. 1 (Restoration of Portuguese Independence), Dec. 8 (Feast of Immaculate Conception), Dec. 25 (Christmas).

ROMANIA—Jan. 1-2 (New Year's Day), May 1 (Labor Day), May 2 (Youth Day), Aug. 23-24 (Liberation Day).

SCOTLAND—Jan. 1 (New Year's Day), *Apr. 12 (Good Friday), June 3 (Spring Bank Holiday), Sept. 2 (Late Summer Bank Holiday), Dec. 25 (Christmas).

SPAIN—Jan. 1 (New Year's Day), Jan. 6 (Epiphany), Mar. 19 (St. Joseph's Day), Apr. 1 (Victory Day), *Apr. 11 – after 2 p.m. – (Maundy Thurs.), *Apr. 12 (Good Friday), May 1 (Labor Day), *May 23 (Ascension Day), *June 13 (Corpus Christi), June 29 (SS Peter and Paul Day), July 18 (National Day), July 25 (St. James Day), Aug. 15 (Assumption), Oct. 1 (Day of the Caudillo), Oct. 12 (Columbus Day), Nov. 1 (All Saints' Day), Dec. 8 (Immaculate Conception), Dec. 25 (Christmas).

*Local holidays: May 15 (St. Isidro) is celebrated in Madrid only; *Apr. 15 (Easter Monday), June 24 (St. John the Baptist Day), Sept. 24 (Our Lady of Mercy), and Dec. 26 (St. Stephen's Day) are celebrated in Barcelona only.*

SWEDEN—Jan. 1 (New Year's Day), Jan. 6 (3 Kings Day), *Apr. 12 (Good Friday), *Apr. 15 (Easter Monday), May 1 (Labor Day), *May 23 (Ascension Day), *June 3 (Whit Monday), *June 21 (Midsummer Eve), *Nov. 2 (All Saints' Day), Dec. 25 (Christmas), Dec. 26 (Second Day of Christmas).

*Banks, offices and some government and commercial institutions close early on Jan. 5, *Apr. 11 and Dec. 24.*

SWITZERLAND—Jan. 1 (New Year's Day), *Apr. 12 (Good Friday), *Apr. 15 (Easter Monday), *May 23 (Ascension Day), *June 3 (Whit Monday), Dec. 25 (Christmas), Dec. 26 (St. Stephen's Day).

**Apr. 12 (Good Friday) is not observed in Ticino.*

Thirty other days are observed locally, of which the following are noteworthy for major business centers: Jan. 2 (Berchtold Day), Bern, Zurich; March 4, 6 (Carnival), Basel; April 22 (Sechselauten), Zurich; May 1, Basel, Zurich; Aug. 1 (Swiss National Day), half-holiday in major cities; Sept. 5 (Geneva Thanksgiving), Geneva; Sept. 9 (Knabenschiessen), Zurich; Dec. 31 (Restauration Day), Geneva.

U.S.S.R.—Jan. 1 (New Year's Day), Mar. 8 (Women's Day), May 1-2 (May Day), May 9 (Victory over Fascism), Nov. 7-8 (October Revolution), Dec. 5 (Constitution Day).

YUGOSLAVIA—Jan. 1-2 (New Year's Day), May 1-2 (Int'l Labor Day), July 4 (Fighters Day), Nov. 29-30 (Day of the Republic).

Regional holidays: July 7 (Liberation Day—Serbia), July 13 (Liberation Day—Montenegro), July 22 (Liberation Day—Slovenia), July 27 (Liberation Day—Croatia & Bosnia-Hercegovina), Oct. 11 (Liberation Day—Macedonia).

WESTERN HEMISPHERE

ARGENTINA—Jan. 1 (New Year's Day) Jan. 6 (Epiphany), *Feb. 26-27 (Carnival), *Apr. 11 (Holy Thurs.), *Apr. 12 (Good Friday), May 1 (Labor Day), May 25 (Anniversary of 1810 Revolution), *June 13 (Corpus Christi), June 20 (Flag Day), July 9 (Independence Day), Aug. 15 (Assumption), Aug. 17 (Death of Gen. San Martin), Oct. 12 (Columbus Day), Nov. 1 (All Saints' Day), Nov. 6 (Bank Holiday), Dec. 8 (Immaculate Conception), Dec. 25 (Christmas).

BOLIVIA—Jan. 1 (New Year's Day), *Feb. 26-27 (Carnival), *Apr. 11 (Holy Thurs.), *Apr. 12 (Good Friday), May 1 (Labor Day), *June 13 (Corpus Christi), Aug. 5-6 (Independence Day), Oct. 12 (Columbus Day), Nov. 2 (All Souls' Day), Dec. 25 (Christmas).

Regional holiday: July 16 (La Paz Day) celebrated only in La Paz.

BRAZIL—Jan. 1 (New Year's Day), Jan. 20 (St. Sebastian), *Feb. 26-27 (Carnival), *Apr. 12 (Good Friday), Apr. 21 (Tiradentes), May 1 (Labor Day), *June 13 (Corpus Christi), Sept. 7 (Independence Day), Nov. 2 (All Souls' Day), Nov. 15 (Proclamation of the Republic), Dec. 25 (Christmas).

CANADA—Jan. 1 (New Year's Day), *Apr. 12 (Good Friday), *Apr. 15 (Easter Monday), *May 20 (Queen's Birthday), July 1 (Dominion Day), *Sept. 2 (Labor Day), *Oct. 14 (Thanksgiving Day), Dec. 25 (Christmas).

*Regional holidays: the following are celebrated only in Quebec province—Jan. 6 (Epiphany), *Feb. 28 (Ash Wed.), *May 23 (Ascension Day), June 24 (St. John the Baptist's Day), Nov. 1 (All Saints' Day), Dec. 8 (Feast of Immaculate Conception); Jan. 11 (Sir John Macdonald's Day) is celebrated only in Nova Scotia; the following are celebrated only in Newfoundland: Mar. 17 (St. Patrick's Day), Apr. 23 (St. George's Day), *June 24 (Discovery Day), July 12 (general holiday), *Aug. 7 (St. John's Regatta); *Aug. 5 (Civic Holiday) is celebrated only in Manitoba & Ontario; Dec. 26 (Boxing Day) is celebrated in Alberta, British Columbia, Manitoba, New Brunswick, Newfoundland & Prince Edward Island. Such holidays as Easter Monday, Remembrance Day, Ash Wednesday, Ascension Day, All Saints' Day and the Feast of the Immaculate Conception are generally observed by the government and financial institutions but not by the business community.*

CHILE—Jan. 1 (New Year's Day), *Apr. 12 (Good Friday), May 1 (Labor Day), *May 23 (Ascension Day), *June 13 (Corpus Christi), June 29 (SS Peter & Paul), Aug. 15 (Assumption), Sept. 18-19 (Independence Day), Oct. 12 (Columbus Day), Nov. 1 (All Saints' Day), Dec. 8 (Immaculate Conception), Dec. 25 (Christmas).

COLOMBIA—Jan. 1 (New Year's Day), Jan. 6 (Epiphany), Mar. 19 (St. Joseph's Day), *Apr. 11 (Holy Thursday), *Apr. 12 (Good Friday), May 1 (Labor Day), *May 23 (Ascension Day), *June 13 (Corpus Christi), *June 21 (Sacred Heart), June 29 (SS Peter & Paul), July 20 (Independence Day), Aug. 7 (Battle of Boyaca), Aug. 15 (Assumption), Oct. 12 (Columbus Day), Nov. 1 (All Saints' Day), Nov. 11 (Independence of Cartagena), Dec. 8 (Immaculate Conception), Dec. 25 (Christmas).

COSTA RICA—Jan. 1 (New Year's Day), Mar. 19 (St. Joseph), *Apr. 8-13 (Holy Week), May 1 (Labor Day), *June 13 (Corpus Christi), Aug. 2 (Our Lady of the Angels), Aug. 15 (Assumption), Sept. 15 (Independence Day), Oct. 12 (Columbus Day), Dec. 8 (Immaculate Conception), Dec. 25 (Christmas).

Although the week after Christmas is not a holiday, practically no business is carried on then.

DOMINICAN REPUBLIC—Jan. 1 (New Year's Day), Jan. 21 (Day of LaAltagracia), Jan. 26 (Duarte Day), Feb. 27 (Independence Day), *Apr. 12 (Good Friday), *June 13 (Corpus Christi), Aug. 16 (National Restoration Day), Sept. 24 (Our Lady of Mercy), Dec. 25 (Christmas).

Government offices are open 7:30 a.m. to 1:30 p.m. 5 days a week; businesses are generally open 8 a.m.-12 noon and 2-6 p.m. 5 days a week. The majority of offices are also open on Saturday mornings.

ECUADOR—*Jan. 1 (New Year's Day), Jan. 6 (Epiphany), *Feb. 26-27 (Carnival), *Apr. 11 (Holy Thurs.), *Apr. 12 (Good Friday), May 1 (Labor Day), May 24 (Battle of Pichincha), July 24 (Simon Bolivar's Birthday), Aug. 10 (Independence Day), Oct. 9 (Guayaquil Independence), Oct. 12 (Columbus Day), Nov. 2 (All Souls' Day), Nov. 3 (Cuenca Independence), Dec. 6 (Founding of Quito), Dec. 25 (Christmas).

EL SALVADOR—Jan. 1 (New Year's Day), *Apr. 8-13 (Holy Week), May 1 (Labor Day), May 10 (Mother's Day), *Aug. 5-10 (Feasts of San Salvador), Sept. 15 (Independence Day), Oct. 12 (Columbus Day), Nov. 2 (All Souls' Day), Nov. 5 (1st call to Independence), Dec. 12 (Feast of the Indians), Dec. 25 (Christmas).

GUATEMALA—Jan. 1 (New Year's Day), *Apr. 11 (Holy Thursday), *Apr. 12 (Good Friday), May 1 (Labor Day), June 30 (Army Day), Aug. 15 (Assumption), Sept. 15 (Independence Day), Oct. 12 (Columbus Day), Oct. 20 (Revolution Day), Nov. 1 (All Saints' Day), Dec. 24-25 (Christmas).

Dec. 31, the day before New Year's Day, is a half-holiday.

HAITI—Jan. 1 (New Year's Day, Independence Day), Jan. 2 (Ancestors Day), *Feb. 27 (Mardi-Gras), *Apr. 11 (Holy Thursday), *Apr. 12 (Good Friday), May 1 (Agriculture & Labor Day), May 18 (Haitian Flag & University Day), May 22 (National Sovereignty Day), *May 23 (Ascension Day), *June 13 (Corpus Christi), Aug. 15 (Assumption), Oct. 17 (Anniversary of death of Dessalines), Oct. 22 (Anniversary of Pres. Duvalier taking oath), Oct. 24 (U.N. Day), Nov. 1 (All Saints' Day), Nov. 2 (All Souls' Day), Nov. 18 (Anniversary of Battle of Vertieres, Armed Forces Day), Dec. 5 (Anniversary of Discovery of Haiti by Columbus), Dec. 25 (Christmas).

HONDURAS—Jan. 1 (New Year's Day), *Apr. 11-13 (Holy Week), Apr. 14 (Pan American Day), May 1 (Labor Day), Sept. 15 (Independence Day), Oct. 3 (Morazan Day), Oct. 12 (Columbus Day), Oct. 21 (Armed Forces Day), Dec. 25 (Christmas).

JAMAICA—Jan. 1 (New Year's Day), *Feb. 28 (Ash Wednesday), *Apr. 12 (Good Friday), *Apr. 15 (Easter Monday), May 23 (Labor Day), *June 8 (Queen's Birthday), *Aug. 5 (Independence Day), Dec. 25 (Christmas), Dec. 26 (Boxing Day).

MEXICO—Jan. 1 (New Year's Day), Feb. 5 (Promulgation of Constitution), Mar. 21 (Juarez's Birthday), *Apr. 11-13 (Holy Week), May 1 (Labor Day), May 5 (Victory of Gen Zaragosa), Sept. 16 (Independence Day), Oct. 12 (Columbus Day), Nov. 2 (All Souls' Day), Nov. 20 (Anniversary of the Revolution), Dec. 12 (Our Lady of Guadalupe's Day), Dec. 25 (Christmas).

Many offices don't open at all during Holy Week, Apr. 8-13. Sept. 1, the President's Address to Congress, is not an obligatory holiday but many offices close. Government officials take their vacations May 20-June 1 and Dec. 20-Jan. 1.

NICARAGUA—Jan. 1 (New Year's Day), *Apr. 8-13 (Holy Week), May 1 (Labor Day), May 27 (Army Day), Aug. 1 & 10 (St. Domingo), Sept. 14 (Battle of San Jacinto), Sept. 15 (Independence Day), Oct. 12 (Columbus Day), Dec. 8 (Immaculate Conception), Dec. 25 (Christmas).

PANAMA—Jan. 1 (New Year's Day), *Feb. 27 (Carnival), Mar. 1 (Constitution Day), *Apr. 12 (Good Friday), May 1 (Labor Day), Nov. 3 (Independence from Colombia), Nov. 10 (Cry of Independence from Spain), Nov. 28 (Independence from Spain), Dec. 8 (Mother's Day), Dec. 25 (Christmas).

Oct. 1 (Presidential Inauguration) is observed every 4 years. Nov. 5 (Commemoration of the date the patriarchs of Colon supported independence from Colombia) is observed only in Colon.

PARAGUAY—Jan. 1 (New Year's Day), Feb. 3 (St. Blaise's Day), Mar. 1 (Heroes' Day), *Apr. 11 (Holy Thurs.), *Apr. 12 (Good Friday), May 1 (Labor Day), May 14-15 (Independence Day), June 12 (Peace of Chaco), *June 13 (Corpus Christi), Aug. 15 (Founding of Asuncion), Sept. 22 (Battle of Boqueron), Sept. 29 (War with Bolivia), Oct. 12 (Columbus Day), Nov. 1 (All Saints' Day), Dec. 8 (Our Lady of Caacupe), Dec. 25 (Christmas).

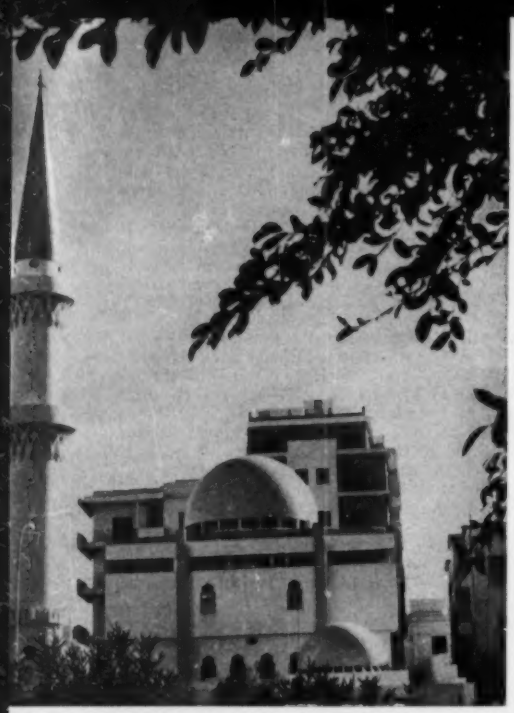
PERU—Jan. 1 (New Year's Day), *Apr. 11—half-day (Holy Thursday), *Apr. 12 (Good Friday), May 1 (Labor Day), June 29 (SS Peter & Paul), July 28-29 (Independence Day), Aug. 30 (St. Rose of Lima), Nov. 1 (All Saints') Dec. 8 (Immaculate Conception), Dec. 25 (Christmas).

TRINIDAD & TOBAGO—Jan. 1 (New Year's Day), *Apr. 12 (Good Friday), *Apr. 15 (Easter Monday), May 1 (Labor Day), *June 3 (Whit Monday), *June 13 (Corpus Christi), Aug. 5 (Discovery Day), Aug. 31 (Independence Day), Dec. 25 (Christmas), Dec. 26 (Boxing Day).

Eid ul Fitr (Muslim holiday) is celebrated sometime in Feb./Mar. and Divali (Hindu holiday) is celebrated sometime in Oct./Nov., depending upon lunar observance.

URUGUAY—Jan. 1 (New Year's Day), Jan. 6 (Epiphany), *Feb. 26-27 (Carnival), *Apr. 8-12 (Holy Week), Apr. 19 (Crusade of the 33 Liberators), May 1 (Labor Day), May 18 (Battle of Las

LATIN LANDS HAVE FULL LISTS of holidays, including religious days, birthdays of national heroes, and anniversaries of military victories for independence. In Mexico, Christmas observances last two weeks.



THE NORTHERN TIER OF AFRICA has Moslem traditions. Here, a mosque in Libya, where businesses are closed on Fridays, the Moslem sabbath.

Piedras), June 19 (Artigas' Birthday), July 18 (Constitution Day), Aug. 25 (Independence Day), Oct. 12 (Columbus Day), Nov. 2 (All Souls' Day), Dec. 8 (Blessing of the Waters), Dec. 25 (Christmas).

VENEZUELA—Jan. 1 (New Year's Day), Jan. 6 (Epiphany), *Feb. 26-27 (Carnival), *Apr. 10 (Ash Wed.—half holiday), *Apr. 11 (Holy Thurs.), *Apr. 12 (Good Friday), *Apr. 13 (Holy Sat.), Apr. 19 (Declaration of Independence), May 1 (Labor Day), *May 23 (Ascension), *June 13 (Corpus Christi), June 29 (SS Peter & Paul), July 5 (Independence Day), July 24 (Simon Bolivar's Birthday), Aug. 15 (Assumption), Oct. 12 (Columbus Day), Nov. 1 (All Saints' Day), Dec. 24 (Christmas Eve—half holiday), Dec. 25 (Christmas), Dec. 31 (New Year's Eve—half holiday).

Regional holidays: Mar. 10 (Vargas' Day) no work in port of La Guaira only; Mar. 19 (St. Joseph's Day) no work in port of Puerto Cabello only; June 24 (Battle of Carabobo) no work in all ports.

AFRICA

BOTSWANA—Jan. 1 (New Year's Day), *Apr. 12 (Good Friday), *Apr. 13 (Easter Sat.), *Apr. 15 (Easter Monday), *May 23 (Ascension Day), May 24 (President's Day), *June 3 (Whit Monday), June 8 (Commonwealth Day), *Aug. 5 (1st Monday in Aug.), Sept. 30 (Botswana Day), Dec. 25 (Christmas), Dec. 26 (Boxing Day).

BURUNDI—Jan. 1 (New Year's Day), *Apr. 15 (Easter Monday), May 1 (Labor Day), *May 23 (Ascension Day), July 1 (Independence Day), Aug. 15 (Assumption), Sept. 18 (Victory of Uprona Party), Oct. 13 (Murder of Hero of State Rwagasore), Nov. 1 (All Saints' Day), Nov. 30 (Anniversary of Revolution), Dec. 25 (Christmas), Dec. 27 (Umugamuro).

CAMEROON—Jan. 1 (Independence Day), Feb. 11 (Youth Day), *Apr. 12 (Good Friday), *Apr. 15 (Easter Monday), May 1 (Labor Day), *May 23 (Ascension Day), *June 3 (Pentacost Monday), Aug. 15 (Assumption), Oct. 1 (Reunification Day), Nov. 1 (All Saints' Day), Dec. 10 (Human Rights Day), Dec. 25 (Christmas).

The dates are not yet determined for the End of Ramadan, which will occur sometime in Jan., and the Fete du Mouton, 70 days after the end of Ramadan.

CENTRAL AFRICAN REPUBLIC—Jan. 1 (New Year's Day), Mar. 29 (Anniversary of Death of 1st President, Barthelemy Boganda), *Apr. 15 (Easter Monday), May 1 (Labor Day), May 15 (Anniversary of Installation of 1st Government), *May 23 (Ascension Day), *June 3 (Pentecost), Aug. 13 (Independence Day), Aug. 15 (Assumption), Nov. 1 (All Saints' Day), Nov. 11 (day following Anniversary of 1st Election of Boganda to French Nat'l Assembly), Dec. 2 (day following Republic Day), Dec. 25 (Christmas).

CHAD—Jan. 1 (New Year's Day), Jan. 11 (National Day), *Feb. (Aid el Sequir), *Apr. (Aid el Kebir), *Apr. 15 (Easter Monday), May 1 (Labor Day), *May 23 (Ascension), May 25 (African Continent Liberation Day), *June 3 (Pentecost), *July (Mouloud el Nebi), Aug. 11 (Proclamation of Independence), Aug. 15 (Assumption), Nov. 1 (All Saints' Day), Nov. 28 (Proclamation of the Republic), Dec. 25 (Christmas).

CONGO (KINSHASA)—Jan. 1 (New Year's Day), Jan. 4 (Martyr of Independence Day), *Apr. 15 (Easter Monday), *May 23 (Ascension Day), *June 3 (Pentecost), June 29 (day preceding Independence Day), Aug. 15 (Assumption), Nov. 1 (All Saints' Day), Nov. 16 (day preceding Army Day), Nov. 23 (day preceding Anniversary of the New Regime), Dec. 25 (Christmas).

DAHOMEY—*Jan. 1 (New Year's Day & Feast of Ramadan), *Mar. 10 (Tabaski), *Apr. 15 (Easter Monday), May 1 (Labor Day), *May 23 (Ascension Day), *June 3 (Pentecost), Aug. 1 (National Day), Aug. 15 (Assumption), Nov. 1 (All Saints' Day), Dec. 25 (Christmas).

ETHIOPIA—Jan. 20 (Epiphany), Feb. 20 (Martyrs of Yekatit), Mar. 2 (Victory of the Battle of Adua), *Apr. 19 (Good Friday), *Apr. 22 (Easter Monday), July 23 (Emperor's Birthday), Aug. 22 (Assumption), Sept. 11 (Ethiopian New Year), Sept. 27 (Maskal), Nov. 2 (Emperor's Coronation).

Dates of Easter holidays vary, because Ethiopian calendar differs from Gregorian.

GABON—Jan. 1 (New Year's Day), *Apr. 15 (Easter Monday), May 1 (Labor Day), *May 23 (Ascension Day), Aug. 15 (Assumption), Aug. 16 (Special Holiday), Aug. 17 (Independence), Nov. 1 (All Saints' Day), Nov. 11 (Armistice Day), Dec. 25 (Christmas).

July 14 (Bastille Day) is observed by some of business community, and may be declared national holiday in 1968.

GHANA—Jan. 1 (New Year's Day), Feb. 24 (Liberation Day), Mar. 6 (Independence Day), *Apr. 12 (Good Friday), *Apr. 13 (Holy Saturday), *Apr. 15 (Easter Monday), *Aug. 5 (Bank Holiday), Dec. 25 (Christmas), Dec. 26 (Boxing Day).

GUINEA—Jan. 1 (New Year's Day—End of Ramadam), Mar. 1 (Guinean Franc Day), Mar. (Tabaski), May 1 (May Day), June (Prophet's Birthday), Aug. 15 (Assumption), Sept. 28 (Referendum Day), Oct. 2 (Independence Day), Nov. 1 (Defense of Revolution Day), Nov. 8 (Loi Cadre Day), Dec. 25 (Christmas).

Government and business offices are open half-days on Fridays, the Moslem Sabbath.

IVORY COAST—Jan. 1 (New Year's Day), *Jan. 2 (End of Ramadan), *Feb. 11 (Tabaski), *Apr. 15 (Easter Monday), May 1 (Labor Day), *May 13 (Pentecost), *May 23 (Ascension Day), Aug. 7 (Independence Day), Aug. 15 (Assumption), Nov. 1 (All Saints' Day), Dec. 25 (Christmas).

KENYA—Jan. 1 (New Year's Day), *Apr. 12 (Good Friday), *Apr. 15 (Easter Monday), May 1 (Labor Day), June 1 (Madaraka Day), *Aug. 5 (Bank Holiday), Oct. 21 (Kenyatta Day), Dec. 12 (Independence Day), Dec. 25 (Christmas), Dec. 26 (Boxing Day).

LIBERIA—Jan. 1 (New Year's Day, Inauguration Day), Jan. 8—(day following Pioneers' Day), Feb. 12 (day following Armed Forces Day), Mar. 8 (Decoration Day), Mar. 15 (J. J. Roberts Day), Apr. 15 (day following Day of Fasting & Prayer), May 14 (Unification Day), May 25 (Africa Liberation Day), July 26 (Independence Day), Aug. 24 (Flag Day), Nov. 2 (Thanksgiving Day), Nov. 29 (President's Birthday), Dec. 2 (Day following Matilda Newport Day), Dec. 25 (Christmas).

LIBYA—*Jan. 1 (End of Ramadan), *Mar. 11 (Feast of Sacrifice), Mar. 12 (King's Birthday), Mar. 22 (Arab League Day), *Mar. 31 (Hijra New Year), Apr. 26 (Unification Day), *June 4 (Prophet's Birthday), Aug. 9 (Army Day), Oct. 7 (Constitution Day), Nov. 21 (U.N. Resolution Anniversary), Dec. 24 (Independence Day).

All Fridays are business holidays in Libya.

MALAGASY REPUBLIC—Jan. 1 (New Year's Day), Mar. 29 (Commemoration of the 1947 Revolt), *Apr. 15 (Easter Monday), May 1 (Labor Day), *May 23 (Ascension Day), *June 3 (Whit Monday), June 26 (Malagasy Independence Day), Aug. 15 (Assumption), Oct. 14 (Malagasy National Day), Nov. 1 (All Saints' Day), Dec. 25 (Christmas).

MALAWI—Jan. 1 (New Year's Day), Mar. 3 (Martyrs' Day), *Apr. 12 (Good Friday), *Apr. 15 (Easter Monday), May 14 (Kamuzu Day), July 6 (National Day), Dec. 25 (Christmas), Dec. 26 (Boxing Day).

MALI—Jan. 1 (New Year's Day), *Jan. 2 or 3 (End of Ramadan), Jan. 20 (National Army Day), *Mar. 11 or 12 (Tabaski), *Apr. 15 (Easter Monday), May 1

(Labor Day), May 25 (African Day), *June 3 (Pentecost), *June 8 or 9 (Mouloud), Sept. 22 (Independence Day), Dec. 25 (Christmas).

MOROCCO—Jan. 1 (New Year's Day), Mar. 3 (Feast of the Throne), Apr. 13 Passover), *Apr. 15 (Easter Monday), May 1 (Labor Day), *May 23 (Ascension Day), *June 3 (Whit Monday), Aug. 15 (Assumption), Sept. 23 (Rosh Hashana), Oct. 2 (Yom Kippur), Nov. 1 (All Saints' Day), Nov. 18 (Independence Day), Nov. 21-Dec. 20 (Ramadan), Dec. 25 (Christmas).

The following are approximate dates for Moslem holidays, which cannot be fixed in advance: Jan. 3 (Aid el Fitr), Mar. 11 (Aid el Kebir), Apr. 2 (Moslem New Year), Apr. 11 (Achoura), June 11 (Mouloud). Banks are closed the afternoons of June 10, Aug. 14, Oct. 1, Oct. 31 and Dec. 24. During the Moslem month of Ramadan, banks are open 9 a.m.-3 p.m.; Moroccan Gov't offices, 8 a.m.-1 p.m. The above list includes Moslem, Christian and Jewish holidays observed by the banks, but not all are observed by all businesses or government agencies.

NIGER—Jan. 1 (New Year's Day), *First week in Jan. (End of Ramadan), *Apr. 15 (Easter Monday), *Second week in Mar. (Tabaski), May 1 (Labor Day), *Second week in June (Mouloud), *May 23 (Ascension Day), *June 3 (Pentecost), Aug. 3 (Independence Day), Aug. 15 (Assumption), Nov. 1 (All Saints' Day), Dec. 18 (Anniversary of the Republic), Dec. 25 (Christmas).

NIGERIA—Jan. 1 (New Year's Day), *Jan. 1-2 (Id-El-Fitr), *Mar. 9-10 (Id-El-Kabir), *Apr. 12 (Good Friday), *Apr. 15 (Easter Monday), *June 9 (Id-El-Maulud), Oct. 1 (National Day), Dec. 25 (Christmas), Dec. 26 (Boxing Day).

RWANDA—Jan. 1 (New Year's Day), Jan. 28 (Democratic Day), *Apr. 15 (Easter Monday), May 1 (Labor Day), *May 23 (Ascension), July 1 (Independence Day), Sept. 25 (National Assembly Day), Oct. 10 (Proclamation of Human Rights), Oct. 26 (Gov't Day), Nov. 24 (Justice Day), Dec. 25 (Christmas).

SENEGAL—Jan. 1 (New Year's Day), *Jan. 3 (Korite), *Mar. 22 (Tabaski), Apr. 4 (National Day), *Apr. 15 (Easter Monday), May 1 (Labor Day), *May 23 (Ascension Day), *June 2 (Pentecost), *June 20 (Mouloud), July 14 (African Community Day), Aug. 15 (Assumption), Nov. 1 (All Saints' Day), Dec. 25 (Christmas).

SIERRA LEONE—Jan. 1 (New Year's Day), *Jan. 2 (Eid Ul Fitri), *Mar. 12 (Eid Ul Adha), *Apr. 12 (Good Friday), *Apr. 15 (Easter Monday), Apr. 27 (Independence Day), *June 3 (Whit Monday), *June 11 (Moulid Un Nabi), Aug. 5 (Bank Holiday), Dec. 25 (Christmas), Dec. 26 (Boxing Day).

SOMALIA—*Jan. 1-3 (Idd-el-Fitr), *Mar. 1-3 (Feast of Arafa), *Mar. 20 (Islamic New Year), May 1 (Labor Day), May 25 (African Solidarity Day), July 1 (Independence Day), Oct. 12 (Flag Day), Oct. 24 (U.N. Day), *Dec. 20-22 (Idd-el-Fitr).

Idd-el-Fitr occurs twice in 1968 as the Islamic calendar is shorter than the Gregorian. Fridays are regular weekly holidays, and banks and most business concerns are open on Sunday.

SOUTH AFRICA—Jan. 1 (New Year's Day), Apr. 6 (Van Riebeeck Day), *Apr. 12 (Good Friday), *Apr. 15 (Easter Monday), *May 23 (Ascension Day), May 31 (Republic Day), *July 8 (Family Day), *Sept. 2 (Settlers Day), Oct. 10 (Kruger Day), Dec. 16 (Day of the Covenant), Dec. 25 (Christmas Day), Dec. 26 (Boxing Day).

Regional holiday: Jan. 2 in Cape Province.

SOUTHERN RHODESIA—Jan. 1 (New Year's Day), *Apr. 12 (Good Friday), *Apr. 13 (Holy Sat.), *Apr. 15 (Easter Monday), *June 3 (Whit Monday), *July 8 (Rhodes Day), *July 9 (Founders Day), Sept. 12 (Pioneer Day), Nov. 11 (Independence Day), Dec. 25 (Christmas), Dec. 26 (Boxing Day).

Commonwealth Day on May 24 and the Queen's Birthday on June 8 are provisional.

SUDAN—Jan. 1 (Independence), *Jan. 1-3 (Idd-el-Fitr), *Feb. (Kurben Bairam), *Mar. 20 (Mohammedan New Year), *July 1 (Prophet's Birthday), Oct. 21 (Revolution Day), *Dec. 20-22 (Idd-el-Fitr), Dec. 25 (Christmas).

TANZANIA—*Jan. 2 & 3 (Id-el-Fitr), Jan. 12 (Zanzibar Revolution Day), *Mar. 9 (Id-el-Haj), *Apr. 12 (Good Friday), *Apr. 15 (Easter Monday), Apr. 26 (Union Day), May 1 (Int'l Workers Day), *June 8 (Maulid), July 7 (Saba Saba Day), Dec. 9 (Independence & Republic Day), *Dec. 21 & 22 (Id-el-Fitr), Dec. 25 (Christmas).

Id-el-Fitr occurs twice in 1968, as the Islamic calendar is shorter than the Gregorian calendar.

TUNISIA—Jan. 1 (New Year's Day), *Jan. 1 and 2 (Aid Seghir), Jan. 18 (Remembrance Day), *Mar 10 (Aid El Kebir), Mar. 20 (Independence Day), *Mar. 31 (Ras El Am El Hejeri), Apr. 9 (Martyrs' Day), May 1 (Labor Day), June 1 (Victory Day), *June 9 (Mouled), July 25 (Republic Day), Aug. 3 (President's Birthday), Oct. 15 (Evacuation of Bizerte).

UGANDA—*Jan. 2 (Idd el Fitr), *Apr. 12 (Good Friday), *Apr. 15 (Easter Monday), May 1 (Labor Day), Oct. 9 (Independence Day), Dec. 25 (Christmas), Dec. 26 (Boxing Day).

UPPER VOLTA—Jan. 1 (New Year's Day), Jan. 3 (Anniversary of 1966 Coup), *Jan. (End of Ramadan), *Apr. 15 (Easter Monday), May 1 (Labor Day), *May 23 (Ascension Day), *June 3 (Whit Monday), *June (Mouloud), Nov. 1 (Assumption), Dec. 11 (Independence Day), Dec. 25 (Christmas).

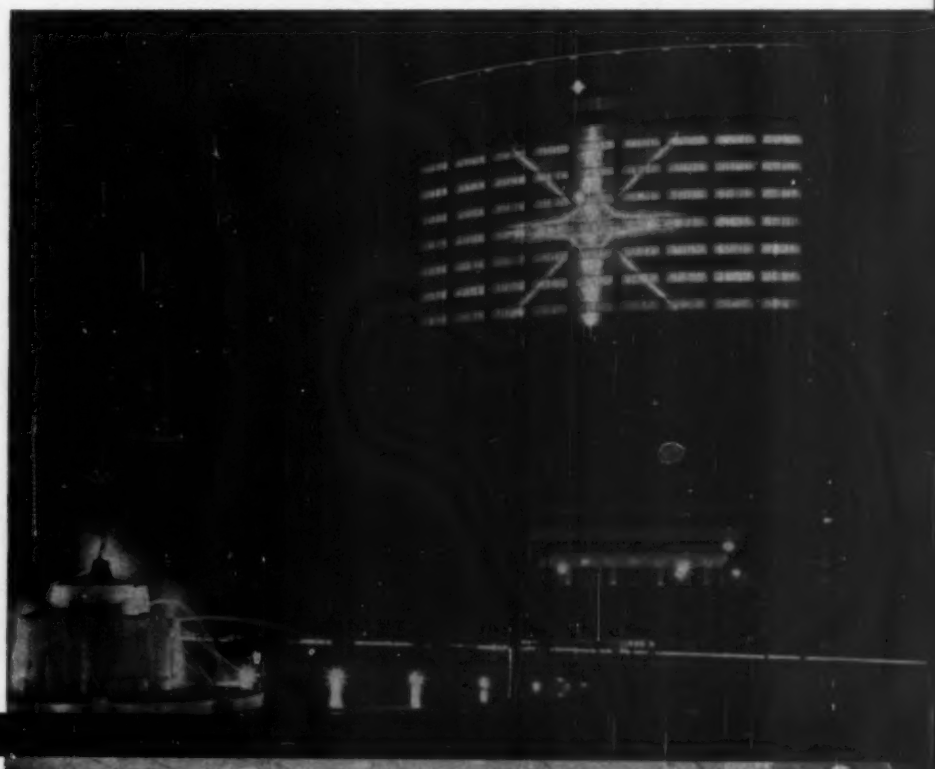
ZAMBIA—Jan. 1 (New Year's Day), *Apr. 12 (Good Friday), *Apr. 13 (Holy Sat.), *Apr. 15 (Easter Monday), May 1 (Labor Day), May 25 (Africa Freedom Day), May 27 (day after Youth Day), *June 3 (Whit Monday), July 1 (Heroes' Day), July 2 (Unity Day), Oct. 24 (Independence Day), Dec. 25 (Christmas), Dec. 26 (Boxing Day).

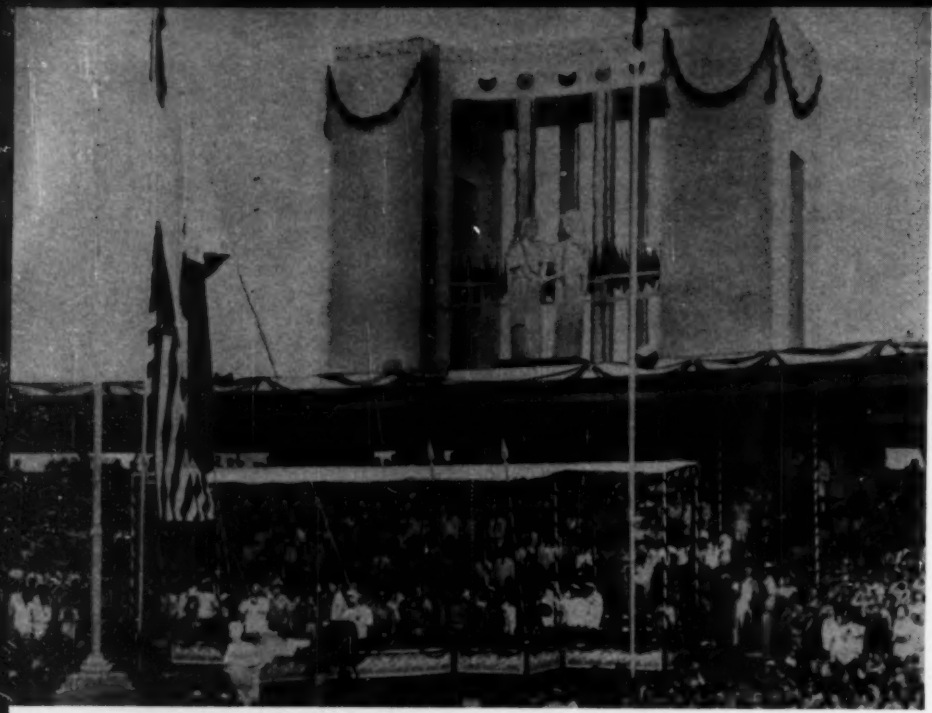
FAR EAST

AUSTRALIA—Jan. 1 (New Year's Day), Jan. 30 (Australia Day), *Apr. 12 (Good Friday), *Apr. 15 (Easter Monday), Apr. 25 (ANZAC Day), June 12 (Queen's Birthday), Oct. (Labor Day), Dec. 25 (Christmas), Dec. 26 (Boxing Day).

BRITISH SOLOMON ISLANDS—*Apr. 12 (Good Friday), *Apr. 13 (Holy Sat.), *Apr. 15 (Easter Monday), *May 15 (Whit Monday), First week in June (Queen's

COMMONWEALTH INFLUENCE remains in Australia, where the Queen's Birthday and Boxing Day are holidays. Below, British Petroleum House in Melbourne displays a star of Bethlehem outlined in lights.





INDEPENDENCE ANNIVERSARY DAYS are popular holidays in countries formerly under foreign rule. The Republic of the Philippines achieved its independence in 1946 on July 4, coinciding with U.S. day.

Birthday), Aug. (Bank Holiday), Nov. 14 (Prince of Wales' Birthday), Dec. 25 (Christmas), Dec. 26 (Boxing Day).

FIJI—Jan. 1 (New Year's Day), *Apr. 12 (Good Friday), *Apr. 13 (Holy Sat.), *Apr. 15 (Easter Monday), First week in June (Queen Elizabeth's Birthday), Aug. (Bank Holiday), Oct. 9 (Cession Day), Nov. 14 (Prince of Wales' Birthday), Dec. 25 (Christmas), Dec. 26 (Boxing Day).

FRENCH POLYNESIA—Jan. 1 (New Year's Day), *Apr. 12 (Good Friday), *Apr. 13 (Holy Sat.), *Apr. 15 (Easter Monday), May 1 (Labor Day), *May 23 (Ascension Day), July 14 (French National Day), Aug. 15 (Assumption), Nov. 1 (All Saints' Day), Nov. 11 (Armistice Day), Dec. 25 (Christmas).

HONG KONG—*Jan. 1 (First weekday in Jan.), *Jan. 30-Feb. 1 (Chinese New Year), *Apr. 5 (Ching Ming Festival), *Apr. 12 (Good Friday), *Apr. 13 (Holy Sat.), *Apr. 15 (Easter Monday), *May 31 (Dragon Boat Festival), *July 1 (First weekday in July), *Aug. 5 (First Monday in Aug.), *Aug. 26 (Liberation Day—last Monday in Aug.), *Oct. 7 (day after Chinese Mid-Autumn Festival Day), *Oct. 20 (Chung Young Festival), Dec. 25 (Christmas), Dec. 26 (first weekday after Christmas).

A holiday observing Queen Elizabeth's Birthday will be announced.

MALAYSIA HAS MANY REGIONAL HOLIDAYS, but the anniversary of its independence is among those celebrated nationally. Here, Kuala Lumpur on the original Independence Day ten years ago.

INDONESIA—Jan. 1 (New Year's Day), *Jan. 1-2 (Id el Fitr), *Mar. 10 (Id el Adha), *Apr. 12 (Good Friday), May 1 (Labor Day), June 1 (Birth of Pantjasila), Aug. 17 (Independence Day), Dec. 25 (Christmas).

JAPAN—Jan. 1 (New Year's Day), Jan. 15 (Adult's Day), Feb. 11 (Nat'l Foundation Day), *Mar. 20 (Vernal Equinox Day), Apr. 29 (Emperor's Birthday), May 3 (Constitution Day), May 5 (Children's Day), Sept. 15 (Respect for the Aged Day), *Sept. 23 (Autumnal Equinox Day), Oct. 10 (Physical Culture Day), Nov. 3 (Culture Day), Nov 23 (Labor Thanksgiving Day).

KOREA—Jan. 1-3 (New Year's Day), Mar. 1 (Independence Day), Apr. 5 (Arbor Day), May 16 (Revolution Day), June 6 (Memorial Day), July 17 (Constitution Day), Aug. 15 (Liberation Day), Oct. 1 (Armed Forces Day), Oct. 3 (National Foundation), Oct. 9 (Korean Alphabet Day), Oct. 24 (U.N. Day), Dec. 25 (Christmas).

LAOS—*Feb. 13 (Buddhist All Saints' Day), Mar. 23 (Army Day), *Apr. 13-15 (New Year), *May 11 (Birth, Enlightenment and Death of Buddha), May 11 (Constitution Day), *July 12 (Beginning of Buddhist Lent), July 19 (Independence Day), *Aug. 23 (Rice Growing Day), *Sept. 7 (Rice Donation Day), *Oct. 7 (End of Buddhist Lent), *Oct. 8 (Boat Race Day), Oct. 29 (Anniversary of King Sisavangvong's Death), *Nov. 3-4 (That Luang Festival), *Nov. 5 (Wat Ongtu Festival), Nov. 13 (King Sisavang Vathana's Birthday).

MALAYSIA—*Jan. 1-2 (Hari Raya Puasa), Jan. 30-31 (Chinese New Year), *Mar. 9 (Hari Raya Haji), *Mar. 30 (First day of Muharram), May 11 (Wesak Day), June 5 (King's Birthday), *June 8 (Prophet's Birthday), Aug. 31 (Malaysia Day), Oct. 21 (Deepavali), Dec. 25 (Christmas).

*Regional holidays: Jan. 1 (New Year's Day), celebrated in Perak, Selangor, Pahang, N. Sembilan & Malacca; (Chinese New Year) celebrated Jan. 30 only in Kelantan & Trengganu; Feb. 12 (Thaipusam), celebrated in Penang; *Mar. 9-10 (Hari Raya Haji), Kelantan & Trengganu; Mar. 10 (Birthday of Gov. of Penang), celebrated in Penang; (First Day of Muharram) celebrated in Johore on Mar. 31; *Apr. 12 (Good Friday), celebrated in Penang; May 15 (Birthday of Sultan of Selangor), holiday in Selangor.*

NEW CALEDONIA—Jan. 1 (New Year's Day), *Apr. 12 (Good Friday), *Apr. 13 (Holy Sat.), *Apr. 15 (Easter Monday), May 1 (Labor Day), *May 23 (Ascension Day), July 14 (French National Day), Aug. 15 (Assumption), Sept. 24 (Commemoration of French Presence in New Caledonia), Nov. 1 (All Saints' Day), Nov. 11 (Armistice Day), Dec. 25 (Christmas).

NEW HEBRIDES—Jan. 1 (New Year's Day), *Apr. 12 (Good Friday), *Apr. 13 Holy Sat.), *Apr. 15 (Easter Monday), May 1 (Labor Day), *May 23 (Ascension Day), First week in June (Queen Elizabeth's Birthday), July 14 (French National Day), Aug. 15 (Assumption), August (Bank Holiday), Nov. 1 (All Saints' Day), Nov. 11 (Armistice Day), Nov. 14 (Prince of Wales' Birthday), Dec. 25 (Christmas), Dec. 26 (Boxing Day).

NEW ZEALAND—*Jan. 1-2 (New Year's Day), *Apr. 12 (Good Friday), *Apr. 15-16 (Easter Holiday), *Apr. 25 (ANZAC Day), *June 3 (Queen's Birthday), *Oct. 28 (Labor Day), Dec. 25-27 (Christmas Holiday).

*Regional holidays: *Jan. 22 (Wellington Day), *Jan. 29 (Auckland Day), *Dec. 16 (Canterbury Day). During Dec. 25-Jan. 12, businesses operate with a minimal staff.*

PHILIPPINES—Jan. 1 (New Year's Day), *Apr. 11 (Holy Thurs.), *Apr. 12 (Good Friday), May 1 (Labor Day), June 12 (Independence Day), June 19 (Rizal Day), Nov. 30 (National Heroes' Day), Dec. 25 (Christmas).

SINGAPORE—Jan. 1 (New Year's Day), *Jan. 2-3 (Hari Raya Puasa), Jan. 30-31 (Chinese New Year), Feb. 12 (Thaipusam), *Mar. 11 (day following Hari Raya Haji), *Apr. 12-13 (Good Friday and day following), *Apr. 15 (Easter Monday), May 1 (Labor Day), May 11 (Vesak Day), *June 10 (day following Prophet's Birthday), Aug. 9 (National Day), Oct. 21 (Deepavali), Dec. 25 (Christmas).

SOUTH VIET-NAM—Jan. 1 (New Year's Day), Jan. 29-Feb. 1 (Vietnamese New Year—Tet), Mar. 4 (Trung Sisters Anniversary), May 1 (Labor Day), *May 4 (Ascension Day), May 11 (Buddha's Birthday), Aug. 15 (Assumption), Oct. 11 (Tran Hung Dao Anniversary), Oct. 25 (Confucius Anniversary), Nov. 1 (Anniversary of the Nov. 1 Revolution), Nov. 2 (Memorial Day), Dec. 25 (Christmas).

TAIWAN—Jan. 1-2 (New Year's Day), *Jan. 30 (Chinese New Year—Spring Festival), Mar. 29 (Youth Day), Sept. 28 (Confucius' Birthday—Teachers' Day), Oct. 10 (Founding of Republic of China), Oct. 25 (Restoration Day), Nov. 12 (Dr. Sun Yat-sen's Birthday), Dec. 25 (Constitution Day).

Oct. 31 (Pres. Chaing Kai-shek's Birthday) is not an official holiday, but widely observed. In addition, many non-official and religious holidays are celebrated by various segments of the population. While businesses are not closed, businessmen may not be available.

THAILAND—Jan. 1 (New Year's Day), *Feb. 13 (Makha Bucha Day), May 1 (May Day), May 6 (Substitute for Coronation), *May 13 (Wisakha Bucha Day), *July 9 (Asalaha Bucha Day), *July 10 (Buddhist Lent), Aug. 12 (Queen's Birthday), Oct. 23 (Chulalongkorn Day), Dec. 5 (King's Birthday), Dec. 10 (Constitution Day), Dec. 31 (New Year's Eve).

Business firms are closed, gov't offices open on Jan. 30 (Chinese New Year), July 1 is a bank holiday. Dec. 25 (Christmas) is a holiday observed by banks and foreign business firms only.

TONGA—Jan. 1 (New Year's Day), *Apr. 12 (Good Friday), *Apr. 15 (Easter Monday), Apr. 25 (ANZAC Day), May 4 (Crown Prince Tupoutoa's Birthday), June 4 (Freedom of the People), First week in June (Queen Elizabeth's Birthday), July 4 (King Taufa'shau Tupou IV's Birthday), Nov. 4 (Constitution Day), Dec. 4 (Assession of King Tupou I), Dec. 25 (Christmas), Dec. 26 (Boxing Day).

BUDDHIST BACKGROUND IN THAILAND is reflected in many religious holidays. However, Christian holidays are also noted, as this Christmas display at the Bangkok U.S. Trade Center indicates.

NEAR EAST-SOUTH ASIA

AFGHANISTAN—*Jan. 1-3 (Eid al-Fetr), *Mar. 8-10) Eid al-Qorban), Mar. 21 or 22 (New Year's Day), *Apr. 9 (10th of Moharram), May 28 (Independence Day), *June 9 (Prophet's Birthday), Aug. 24-26 (Independence Festival), Sept. 1 (Pushtunistan Day), Sept. 10 (Nat'l Assembly Day), Oct. 16 (Deliverance Day), *Nov. 22 (1st of Ramazon).

The regular weekend holiday is from Thurs. noon through Fri. Sat. & Sun. are regular workdays.

BURMA—Jan. 1 (New Year's Day), Jan. 4 (Independence Day), Feb. 12 (Union Day), Mar. 2 (Peasants' Day), *Mar. 6 (Full Moon of Tabaung), Mar. 27 (Resistance Day), Apr. 1 (Bank Holiday), *Apr. 15-17 (Water Festival & New Year's Day), May 1 (Labor Day), July 1 (Bank Holiday), *July 3 (Full Moon of Waso), July 19 (Martyrs' Day), *Oct. 10 (Full Moon of Thadingyut), Nov. 7 (National Day), *Nov. 27 (Dazaungdine Festival), Dec. 25 (Christmas).

CEYLON—Jan. 1 (National Heroes' Day), *Jan. 2 (Id-ul-Fitr), Jan. 15 (Tamil Thai Pongal Day), Feb. 4 (Independence Commemoration Day), Feb. 26 (Maha Sivarathri Day), Apr. 11-14 (Sinhala & Tamil New Year, Easter), May 1 (Labor Day), May 11 (Wesak), May 12 (day after Wesak), June 1 (holiday to avoid 6-day week), June 10 (Prophet's Birthday), Oct. 21 (Deepavali), Dec. 24 (Christmas Eve), Dec. 25 (Christmas).

Poya Days are the national weekly holidays in Ceylon, occurring every seven and a fraction days, and therefore change from week to week. Poya Days occur in 1968 on: Jan. 7, 14, 22, 29; Feb. 6, 13, 20, 27; Mar. 6, 13, 21, 28; Apr. 5, 15, 19, 26; May 4, 11, 19, 26; June 3, 11, 17, 24; July 2, 9, 17, 24; Aug. 1, 8, 15, 22, 30; Sept. 6, 14, 21, 29; Oct. 6, 13, 20, 28; Nov. 4, 12, 19, 27; Dec. 4, 11, 18, 26.

CYPRUS—Jan. 1 (New Year's Day), Jan. 6 (Epiphany), *Mar. 10 (Qurban Bayram), *Mar. 25 (Greek Independence Day), *Apr. 19 (Good Friday), *Apr. 20 (Holy Saturday), *Apr. 21 (Easter), *Apr. 22 (Easter Monday), *June 8 (Prophet's Birthday), Oct. 28 (OHI Day), Oct. 29 (Turkish Republic Day), *Dec. 21 (Ramazan Bayram), Dec. 25 (Christmas), Dec. 26 (Boxing Day).

The above list includes holidays celebrated in either Greek or Turkish communities but, except for Jan. 1, not in both. The Government observes all but Ramazan Bayram.

INDIA—Jan. 1 (New Year's Day), *Jan. 2 (Id-ul-Fitr), Jan. 26 (Republic Day), *Feb. 2 (Basant Panchami), *Feb. 26 (Shiv Ratri), *Mar. 14 (Holi), *Mar. 15 (Dulhendi), *Apr. 6 (Durga Ashtmi), *Apr. 9 (Muharram), *Apr. 11 (Mahavir Jayanti), *Apr. 12 (Good Friday), Apr. 13 (Baisakhi), *Aug. 8 (Raksha Bandhan), Aug. 15 (Independence Day), *Aug. 16 (Janmashtami), *Sept. 5 (Anant Choudas), *Oct. 1 (Dusehra), Oct. 2 (Mahatma Gandhi's Birthday), *Oct. 21 (Diwali), *Oct. 23 (Bhaiya Dooj), *Nov. 5 (Guru Nanak's Birthday), Dec. 25 (Christmas), *Dec. 26 (Guru Gobind Singh's Birthday), Dec. 31 (Bank Holiday).

IRAN—*Jan. 2 (Eide Fetre), *Jan. 26 (Rehlat Hazrat Emam Djafar Sadegh), *Feb. 10 (Milad Hazrat Emam Reza), *Mar. 10 (Id-e-Ghorban), *Mar. 18 (Id-e-Ghadir Khom), Mar. 21-25 (Iranian New Year—No-Ruz Holidays), Apr. 2 (Sizdah—13th Day of No-Ruz), *Apr. 8 (Tassua), *Apr. 9 (Ashura), *May 18 (Arba'een), *May 26 (Rehlat Hazrat Rassul), *June 14 (Milad Hazrat Rassul). Aug. 5 (Constitution Day), *Oct. 6

(Milad Hazrat Amir), *Oct. 19 (Mabass), Oct. 26 (Shah's Birthday), *Oct. 27 (Milad Hazrat Emam Hossein), *Nov. 3 (Milad Hazrat Ghem), *Dec. 10 (Zarbat Khordan Hazrat Amir), *Dec. 12 (Shehadat Hazrat Amir), Dec. 12 (Nejat Azerbayjan).

The weekend in Iran is from Thursday noon through Friday.

ISRAEL—Apr. 19 (last day of Passover), May 2 (Independence Day), June 2 (Pentecost), Sept. 23 (1st Day of Rosh Hashanah), Sept. 24 (2nd Day of Rosh Hashanah), Oct. 2 (Yom Kippur), Oct. 7 1st Day of Succoth), Oct. 14 (last day of Succoth).

All holidays are movable, since the Hebrew calendar differs from the Gregorian. Saturdays are not regular working days in Israel, but Sundays are. Most businesses close at 1 p.m. on Fridays and days preceding holidays. Apr. 13-19 and Oct. 7-14, the periods of Passover and Succoth, are usually not good times to conduct business.

JORDAN—Jan. 1 (New Year's Day), *Jan. 2 (Id-al-Fitr), Jan. 15 (Arbor Day), Mar. 8 (King's Coronation), *Mar. 10 (Id al-Adha), Mar. 22 (Arab League Day), *Mar. 29 (Moslem New Year), May 25 (Independence Day), *June 9 (Prophet's Birthday), Aug. 11 (Coronation Day), *Oct. 20 (Ascension of the Prophet), Nov. 13 (Arab Renaissance Day), Nov. 14 (King's Birthday), *Dec. 19 (Id al-Fitr), Dec. 25 (Christmas).

Id al-Fitr is observed twice in 1968, as the Islamic calendar is shorter than the Gregorian. Commercial establishments do not necessarily close when it is a holiday. Many Moslem and Christian establishments close on Fridays; Christian businesses, on Sundays.

KUWAIT—Jan. 1 (New Year's Day), *Jan. 1 (Id el Fitr), Feb. 25 (National Day), *Mar. 8 (Id el Adha), *Mar. 30 (Moslem New Year), Oct. (Ascension of the Prophet).

ALL HOLIDAYS in Israel are movable as Hebrew Calendar differs from the Gregorian. Country will celebrate 20 years of independence next May.

INDIA'S REPUBLIC DAY is observed Jan. 26. Above, girl cadets parade in a celebration in New Delhi.

LEBANON—Jan. 1 (New Year's Day, *Jan. 2 (Feast of Ramadan), *Mar. 10 (Feast of Al Adha), *Mar. 22 (Arab League Day), *Mar. 30 (Moslem New Year), *Apr. 12 (Good Friday—Catholic), *Apr. 15 (Easter Monday—Catholic), *Apr. 19 (Good Friday—Greek Orthodox), *Apr. 22 (Easter Monday—Greek Orthodox), May 1 (Labor Day), May 6 (Martyrs' Day), *May 23 (Ascension Day), *June 8 (Prophet's Birthday), Aug. 15 (Assumption), Nov. 1 (All Saints' Day), Nov. 22 (Independence Day), Dec. 25 (Christmas).

Whether the Feast of Ala Adha, which will probably occur on a Sunday, will be observed on Monday will depend on a prior notice issued by the Lebanese Gov't.

NEPAL—Jan. 11 (King Prithvi Narayan Shah's Birthday), Feb. 19 (Democracy Day), Feb. 26 (Shivaratri), Mar. 14 (Fagu), Apr. 6 (Chaitra Ashtami), Apr. 7 (Ram Nawami), Apr. 14 (New Year's Day), Apr. 18 (Chaitra Ashtami & Ram Nawami), May 23 (Buddha-Jayanti), June 11 (King's Birthday), Aug. 20 (Janai-Purnima), Aug. 27 (Krishna's Birthday), Oct. 4 (Ghatasthapana), Oct. 10-17 (Dashain), Nov. 1 (Laxmi-Puja), Nov. 3 (Bhai-Tika).

Oct. 24 (U.N. Day) is a half-holiday. The following are half-holidays in the Kathmandu Valley: Jan. 30 (Martyrs' Day), Mar. 28 (Ghodejatra), Aug. 21 (Gaijatra), Sept. 17 (Indra-Jatra). The following are holiday's for women only: Mar. 8 (Women's Day), Sept. 7 (Tij), Sept. 8, (Rishi Panchami). All dates after Apr. 14, the Nepalese New Year's Day, should be regarded as tentative.

PAKISTAN—Jan. 2 & 3 (Eid-ul-Fitr), Mar. 10-11 (Eid-ul-Azha), Mar. 23 (Pakistan Day), Apr. 9 (Ashura), June 10 (day following Eid-i-Milad-un-Nabi), Aug. 14 (Independence Day), Sept. 6 (Defense of Pakistan Day), Sept. 11 (Anniversary of death of Quaid-i-Azam), Oct. 28 (day following Revolution Day), Dec. 20 (Jamatul Wida), Dec. 21 & 22 (Eid-ul-Fitr), Dec. 25 (Quaid-i-Azam's Birthday and Christmas).

Bank holidays: Jan. 1, July 1, Dec. 31. Eid-ul-Fitr occurs twice in 1968 as the Islamic calendar is shorter than the Gregorian.

SAUDI ARABIA—Jan. 1-4 (Id-al Fitr), Mar. 8-11 (Id-al-Adha), Nov. 25-Dec. 23 (Ramadhan Fast).

Above dates are approximate; they are based on lunar calendar, which cannot be determined in advance. Although the month of Ramadhan is not a holiday, there is considerable interruption of business activity.

TURKEY—Jan. 1 (New Year's Day), Jan. 13-15 (Sugar Holiday), Apr. 22-23 (Nat'l Sovereignty Day), May 1 (Spring Day), May 19 (Youth & Sports Day), May 27 (Freedom & Constitution Day), Aug. 30 (Victory Day), Oct. 29-30 (Republic Day).

UNITED ARAB REPUBLIC—*Jan. 3 (Id el Fitr), *Mar. 11 (Id el Adha), *Apr. 2 (Moslem New Year), May 1 (Labor Day), *June 10 (Prophet's Birthday), June 18 (Evacuation Day), July 23 (Revolution Day), *Nov. 23 (First Day of Ramadan).

U.S. Interest Equalization Tax has role in developing nations

Investor exemption seen as frequently misunderstood; article clarifies five principal kinds of exclusions

By ELLEN E. ROBINSON
Foreign Business Practices Division, BIC

It has been noted by United States Embassies in some of the developing countries that the operation, scope and effect of the U.S. Interest Equalization Tax (IET) are frequently misunderstood by prospective U.S. investors in these areas.

This was recently illustrated when a nationally syndicated American financial writer stated that purchase of a particular Mexican stock by a U.S. investor would make the buyer liable to the IET. As a matter of fact Mexican securities are exempt from the tax, as are those of all developing countries.

A review of the background of the IET and its basic provisions can help correct such misunderstandings, and indicate its effect on U.S. portfolio investment in the developing countries.

Need for tax

The need for the IET stemmed from a combination of circumstances here and abroad that had led to a rapid acceleration in foreign demands on the U.S. capital market and a subsequent deterioration of our balance of payments position. The rate at which new foreign issues were being purchased had more than tripled in 1961-1962 and had reached a total of $1 billion during the first six months of 1963. In light of these circumstances, prompt and effective action was needed. Of the proposed solutions, the IET was chosen as the most desirable alternative to reduce the outflow of portfolio capital.

The Interest Equalization Tax Act of 1964, as amended and extended in 1965 and 1967, provides for a special temporary excise tax on the acquisition of stock, debt securities or other obligations of foreign issuers. The tax is based on the value of the security acquired and is imposed at a rate of 18.75% (formerly 15%) in the case of stock. In the case of debt securities, the rate of tax is geared to the period remaining to maturity—ranging from 1.31% to 18.75%—in accordance with a table set out in Executive Order 11368, of Aug. 28 (*Federal Register*, Aug. 30, 1967).

These rates raise the cost of foreign borrowing in the U.S. by 1¼% a year. Thus the consequence of the tax for foreigners is that the cost of capital in the U.S. capital market has become more closely aligned to costs prevailing in most of the lending countries abroad. The higher borrowing costs for foreigners are not, however, prohibitive, and long-term funds have remained available.

Provisions of IET

At the time of enactment of the tax, the outflow of U.S. portfolio capital related primarily to new debt issues. These accounted for more than four-fifths of the total outflow from all portfolio transactions in foreign securities in 1963 (reaching a total of $1,250 millions), and for the bulk of the increase in 1961-1962 (from $523 millions to $1,676 millions).

In order to stem this excessive drain on the U.S. capital market without imposing inordinately restrictive measures, the IET was designed to tax only acquisitions of foreign securities by a U.S. person from a non-resident foreigner. Trading in foreign securities among Americans, as well as sales of foreign securities by Americans to foreigners, are entirely free of tax. Thus, imposition of the IET has entailed no loss in the value of foreign securities held by Americans and has in no sense acted as a capital levy.

Within the apparently sweeping coverage of this bill, there are certain categories of foreign securities that have been excluded or exempted from the tax.

Exemptions are provided for various transactions in order to avoid creating unnecessary hardship and impairing normal commercial transactions, as well as to avoid conflict with other important national objectives such as the promotion of United States export trade and United States aid to the less-developed countries.

Exclusions and exemptions

The principal exclusion and exemption provisions of the IET are:

- Commercial bank loans of less than one year.
- Export credit—extended by American producers directly to their foreign customers, as well as Export-Import Bank financing.
- Direct investment—in overseas subsidiaries and affiliates (ownership of at least 10% of total combined voting power of all classes of stock of foreign corporations).
- New issues of securities from a foreign country if the President determines that exemption is in the interest of international monetary stability. (The 1964 Executive Order excluding Canada from the provisions of the bill and the 1965 Executive Order allowing an annual exemption of $100 millions for Japan are two examples.)
- Developing countries. This exclusion covers acquisitions of securities issued by governments of less-developed countries, including purchases of securities issued by any corporation with the guarantee of such a government, as well as securities of political subdivisions and acquisitions of stock or debt obligations of private developing country corporations.

This last exclusion applies to all African nations with the exception of South Africa, to all Asian countries except Japan and to all Latin American countries with the exception of Cuba. Specifically excluded from this exemption are all countries in the Soviet bloc and the Middle East oil countries, even though they might otherwise be considered "developing" countries.

This provision was designed primarily to avoid any impediment to normal flows of private capital into those nations with chronic capital shortages, urgent development needs and limited capability for foreign borrowing on normal commercial terms. The exemption for such issues reflects over-all U.S. foreign policy in these areas, which through its aid programs and otherwise, has long recognized a

Mission to Ivory Coast, Cameroon postponed

The U.S. Trade and Investment Mission to the Ivory Coast and Cameroon, announced in the Sept. 25 issue of *International Commerce* and scheduled to depart in the spring of 1968, has been postponed until fall.

New dates and other details will be published in a forthcoming issue of *International Commerce*.

responsibility for assisting these nations in their struggle to achieve improved standards of living.

The available data on U.S. capital flows into the developing countries are scant; however, a tentative conclusion can be drawn by examining statistics published by the International Development Association on new issue capital flows from the U.S. Since the imposition of the IET, those foreign securities not exempt from the tax have been significantly reduced; whereas, issues of the developing countries that are exempt from the tax were floated in increasing numbers on the U.S. market.

For example, in 1963, the value of issues placed (publicly and privately) in the U.S. by the developing countries was only $121 million, but by 1965 they had almost doubled, reaching $221 million.

Tight credit effect

There was a noticeable downturn in 1966, but there is no indication that this decline can be attributed wholly, or in part, to any direct effects of the IET. Rather, the contraction of less-developed country issues should be seen as a by-product of the general tightening of credit in the United States and the subsequent narrowing of the difference between interest rates applicable in the United States and Europe.

The combination of the above factors with the dampening effect of the IET and the newly-instituted Federal Reserve voluntary restraint program considerably reduced over-all foreign borrowing in the United States. Furthermore, at the same time, the developing countries began to utilize other capital markets to which they had previously lacked access.

Nevertheless, the United States has continued to be the primary supplier of capital for the developing countries and in all probability will remain so in the foreseeable future.

Wisconsin State trade mission reports on East Asian markets

Fifty manufacturers, accompanied by Governor Knowles, promote sale of State-made products in five countries

Business opportunities in East Asia for their products range from excellent to minimal, say members of a Wisconsin trade development mission that just concluded three and half weeks of activity in Japan, the Republic of China, Thailand, Hong Kong, and the Philippines.

Even those participants who are not now optimistic about their own firms' prospects, however, agreed that in each of these countries trade is bound to grow as the economies there expand.

Fifty Wisconsin manufacturers accompanied by Gov. Warren P. Knowles, made more than 800 contacts with businessmen in Tokyo, Osaka, Taipei, Bangkok, Hong Kong, and Manila. Their chief purpose was to bring Wisconsin products to the attention of prospective overseas buyers. These products cover a broad range of agricultural, industrial, and consumer goods.

Governor Knowles termed the mission a "fantastic" success. It produced substantial business, he said, and awakened the members to East Asia's potential as a market, a business partner, and a competitor.

James W. McCulla of the *Milwaukee Journal* and Mary M. Walter of the *Appleton Post-Crescent* accompanied the mission and kept the Wisconsin business community informed of its progress through frequent stories for the state's newspapers.

The mission found the Japanese eager to explore the possibilities for trade. Lucian G. Schlimgen, Jr., of the State's Economic Development Division and mission coordinator, pointed out that there was a constant flow of representatives of Japanese companies into the mission's headquarters in Tokyo.

Of major interest to eight participants were the dietary changes now taking place in Japan. Formerly focusing on fish and rice, tastes are now developing for western foods—meat, poultry, and dairy products. For a State that is a leader in production of such items—Wisconsin is the cheese capital of the United States—these dietary changes are significant market indicators; opportunities are opened up not only for food products, but for processing equipment as well.

Reactions were mixed about possibilities in the Republic of China. Some members reported that lively business prospects were disclosed, but others pointed out limiting factors. The country welcomes new plants, Government officials there told the mission, especially for those industries that can teach new technological skills.

Hong Kong, which has been increasing its industrial production rapidly in recent years, wants American partners with know-how and sales outlets. Governor Knowles toured two factories there which are owned by Wisconsin firms.

Of the countries visited, the mission says Thailand offers the best market for farm equipment. Several members traveled to the interior to see newly cleared farmland, made possible in part by an extensive roadbuilding program.

In Manila, one firm made arrangements to equip 110 Philippine schools and 10 in Thailand with a complete range of agricultural teaching aids. Coordinator Schlimgen commented that the ease of dealing with Philippine businessmen had made that country one of their best stops.

Summing up the trip at this last stop, Governor Knowles said, "This whole area is rich in natural resources and has a large manpower pool. It is bound to become a substantial force in the world economy."

WISCONSIN SUBSIDIARY IN FAR EAST, Unicon Electronics of Hong Kong, whose parent company is Globe Union of Milwaukee, was visited by Gov. Warren P. Knowles (at right). Group is inspecting capacitors for TV, radio and hi-fi tuners. Half of Unicon's production is sent to the United States.

Foreign feedstock plan is developed for petrochemicals

Commerce-Interior proposal seen as alternative to industry concept

Decisions designed to enhance the competitive position of domestic petrochemical producers both in U.S. and foreign markets have been announced by Commerce and Interior Secretaries Alexander B. Trowbridge and Stewart L. Udall.

The decisions, which benefit both oil refiners and chemical companies producing petrochemicals, stem from a recent review by the departments of the problem of providing petrochemical feedstocks to domestic producers at competitive prices.

Several major chemical companies had recently proposed a plan to give them eventual free access to foreign feedstocks. The secretarial decision, which includes a key proposal of the chemical companies for an export-for-import program, represents an alternative approach developed by the two departments.

Continuing evaluation

In announcing the decisions, the two secretaries said that their departments would continue during 1968 to evaluate the competitive position of the petrochemical industry to see if additional steps should be taken.

The export-for-import-program would permit imports of crude and unfinished oils in relation to the exports of petrochemicals and selected petroleum products.

The Presidential proclamation which authorizes the oil import program would be amended to provide for the plan. An example of petroleum products to be included is lube oil.

Details of the export-for-import plan will be worked out early in 1968. It will be submitted for proposed rule-making and public comments.

In addition to the export-for-import program there will be an increase for 1968 in allocations for petrochemical use under the oil import program of approximately 12,000 barrels a day from the 1967 level of approximately 67,000 barrels. The 1968 level represents about 0.9% of estimated 1968 domestic production of crude oil and natural gas liquids. These allocations would be within the 12.2% level of permissible imports east of the Rocky Mountains.

Furthermore, in the implementation of the import program, two distinct areas will be established—one for energy and one for petrochemicals. Changes in the current regulations to implement this separation will also be submitted for proposed rule-making and public comment.

Textile machinery firm in Germany loses export rights

The firm of Johann M. Rockelmann (JOMRO) of Eschwege, West Germany, has been denied U.S. export privileges for an indefinite period for failing to give information regarding its participation in a transaction involving U.S.-origin textile machinery parts.

The Rockelmann firm, which is engaged in the production and distribution of textile machinery and parts, ordered textile machinery parts from a U.S. supplier in January 1967. Without special authorization under the U.S. Export Regulations the parts could not be legally shipped to Cuba or certain other unauthorized destinations.

Further study

The Commerce Department's Bureau of International Commerce is seeking to determine the facts and circumstances that led to the ordering of the parts and also whether their intended ultimate destination was a proper one. The firm failed to answer pertinent interrogatories and thereby subjected itself to the order denying export privileges.

Also named in the order are Joseph Heidenreich, a co-owner and manager of the firm and his wife, Ilse, also a co-owner.

Under the sanction invoked, all validated licenses in which the parties have an interest are cancelled and they, their agents and employees are denied the right to participate in any export transactions involving U.S. commodities or technical data.

The U.S. export regulations provide that without authorization from the Department of Commerce, no party may trade in commodities or technical data exported from the United States with a party he knows has been denied export privileges.

Greece revises duty rates on used personal possessions of foreigners moving there

The Greek Government has revised the customs duties applicable to possessions imported by foreign residents taking up permanent residence in Greece.

Used household effects and furnishings in general, excluding electrical appliances, are now dutiable at 10% ad valorem. New or used appliances and used rugs and carpets of up to 50 square meters are dutiable at 20% ad valorem.

Used automobiles, motorcycles, and scooters (one per family) are dutiable at 50% of the effective rates of import duty and turnover tax. Vehicles must have been in the possession of the person for at least one year and may not be sold for five years unless a higher duty is paid at the time of sale.

All new and used motor vehicles are subject to a revised semi-annual circulation tax computed on the basis of the Greek horsepower rating. The revised tax rates are shown parenthetically in drachmas (30 drachmas = U.S. $1) per hp.:

Motorcycles: Two-wheel (70); three-wheel (112).

Passenger automobiles; First 10 hp. (280); 11-17 hp. (560); over 17 hp. (840).

Delivery vans: (195).

In addition, all vehicles are subject to a one-time registration tax. This tax ranges from $1,950 drachmas ($650) to 92,500 drachmas $3,250) and is based both on engine size and the current value of the vehicle.

Holders of OBR 66-15, *Establishing a Business in Greece*, may wish to note these changes. Full details of the new law are available from the European Division, BIC-888, U.S. Department of Commerce, Washington, D.C. 20230.

Ceylon raises duties on its major exports

Consequent to devaluation of the Ceylon rupee on Nov. 22 from US$0.21 to US$0.168, Ceylon has increased the export duties on its major exports as follows: for tea, from 35 to 40 rupees per 100 pounds; for rubber, 0.03 rupees per pound in addition to the existing sliding scale of duties based on price; for cocoa, from 4 to 30 rupees per 100 pounds, for cinnamon quills, from 15 to 50 rupees per 100 pounds; and for coconut products, higher sliding scales of duties based on the c.i.f. price of Philippines copra in the London market.

EXHIBITIONS, TRADE CENTERS, TRADE MISSIONS

United States overseas

The export promotion dates on these four pages offer important information for the U.S. exporter by telling what to sell, and where and when. The opportunities lie in commercial trade fairs, U.S. Trade Center shows, trade missions, America Weeks, the Sample Display Service and Mobile Trade Fairs. The last three are described elsewhere in this schedule.

Aggressive promotion is necessary to clinch the sale, but the task is made easier by exposing your products in the ways listed here.

► Exhibits in commercial fairs by the United States are selected after a research study shows a market for the product.

► Trade Center shows held in London, Bangkok, Frankfurt, Tokyo, Milan and Stockholm, are limited to specific product lines.

Write: Bureau of International Commerce, Code 938, Department of Commerce, Washington, D.C. 20230.

► Trade missions composed of U.S. businessmen are organized to promote the export of U.S. goods and services. Some are organized and financed by the U.S. Government. Ohers are indusry-financed and industry-organized and programmed with Government help.

American firms interested in selling their products abroad are invited to submit their business proposals to: Bureau of International Commerce, Code 918, Department of Commerce, Washington, D.C. 20230.

This calendar of exhibitions will appear in the first issue of INTERNATIONAL COMMERCE each month.

Mining equipment. THAILAND. Extensive geological investigations have uncovered heretofore untapped mineral and metal resources throughout Thailand. Efforts to expand and upgrade road networks and improve harbor facilities are creating the basic infrastructure needed to bring these new finds into production. This activity is adding a new and important dimension to Thailand's already thriving mining industry. With increased government and private interest, demand for mining, ore beneficiation and earth moving equipment as well as related instruments and accessories is growing rapidly. To cater to this proven demand the second U.S. showing of mining equipment has been scheduled for January, 1968. This event has been planned specifically to coincide with a major mining congress scheduled to be held in Bangkok and thus take advantage of the large number of trade visitors expected to be in attendance. **Bangkok Trade Center Jan. 15-20.**

Agricultural machinery, food processing and packaging, metalworking machinery, industrial and agricultural chemicals, industrial engineering. PAKISTAN. U.S. Trade and Investment Mission is scheduled for **Feb. 3-Mar. 4.**

Miniature and microminiature electronic components. UNITED KINGDOM. British demand is accelerating for U.S.-made miniature and microminiature electronic components. Sales of solid circuits, thick-film, and thin-film circuits in the U.K. are expected to reach $8.7 million in 1967, and $48 million by 1970. More than 50% of the market for microminiature circuits in the United Kingdom is imported—most of it from the United States. Production of microcircuits in the U.K. has increased in recent years, but it is unlikely that it can keep up with the explosive demand projected for the next decade, and imports from the United States should continue to rise. **London Trade Center. Feb. 14-22.**

Non-destructive testing and quality control equipment. GERMANY. "It doesn't cost—It pays" will be the selling theme for the promotion of U.S.-made radiographic, isotopic, magnet particle, penetrant, ultrasonic, eddy current, sonic, high voltage, microwave, beta-ray, thermographic, infrared and other non-destructive research, laboratory and production line quality control equipment. European industrialists, ever conscious of the need for top quality and low cost production, desire the American experience gained in the fields of advanced data processing and electronic circuitry combined with basic non-destructive test principles which have traditionally given American products a distinct advantage over most European ones. The present annual market for non-destructive test equipment in Germany alone is estimated at $50 million and by 1970 should surpass $100 million. The convenience offered by the display area and the centralized location of Frankfurt in the Common Market Area provides a unique opportunity for the serious buyer to get a broad view without the tedious, tiring hall-to-hall visit so common with most European Fairs. **Frankfurt Trade Center. Feb. 19-23.**

Hi-fi equipment. SWEDEN. The Swedish market appears to offer an excellent opportunity for sales of American high fidelity and stereophonic sound reproduction equipment, currently estimated at more than $5 million annually and expected to double in the next few years, Swedes appreciate good music and enjoy one of the highest standards of living in Western Europe. They have sufficient disposable income for luxury items. As the novelty of TV diminishes, a sharp rise is expected in the popularity of complete sound systems. **Stockholm Trade Center. Feb. 22-28.**

Consumer products. UNITED KINGDOM. Harrods, a leading department store chain in the United Kingdom, is planning a retail promotion of U.S. products. Three main themes will provide the "America Weeks" attraction: Colonial Williamsburg, the Wild West, and Space Technology. Principal product categories to be featured include housewares, food

promotions

items, home furnishings, men's clothing, stationery and notions, jewelry, women's and children's clothing and accessories, and fabrics. Buyers from the store will be in the United States during the months before the promotion. U.S. firms wishing to have their products considered for the sale should contact Associated Merchandising Corp., 1440 Broadway, New York, N.Y. 10018, **Scheduled for Feb. 28-Apr. 13.**

Data processing equipment. GERMANY. Outside of the U.S., Germany is the largest market for electronic data processing equipment. This market will approach $300 million in 1967 for computers and related equipment, and the growth of computer installations is expected to double by 1974. More than 80% of the computers now in use and on order are of U.S. design. The rapid expansion of the German computer market offers prime export opportunities for equipment manufacturers and firms offering consulting and software services. **Frankfurt Trade Center. Mar. 18-22.**

Equipment and supplies for the plastics industry. SCANDINAVIA. Scandinavian per capita consumption of plastics is high. Sweden itself is the third highest per capita consumer of plastics in the world. Rapid advances in technology, resulting in development of special-purpose resins, better design applications and greater use of plastics in combination with other new materials, have generated an overall annual production increase of 20% in the Scandinavian plastics industries. Sweden alone is estimated to spend $8 million a year for plastics machinery, yet only one firm manufactures needed equipment. Scandinavian countries rely increasingly on imports of capital equipment and supplies to fill production quotas. **Stockholm Trade Center. Mar. 28-Apr. 3.**

Water pollution control equipment and materials. ITALY. In common with other countries enjoying thriving industrial economies, Italy has many water pollution problems, and the programs being formulated to solve these problems create a market for the latest equipment and techniques relating to pollution control. In conjunction with the Milan International Trade Fair, F.A.S.T. (The Federation of Scientific and Engineering Associations) will conduct a symposium at the fairgrounds of Water Pollution Control with speakers from 9 countries. It is therefore extremely timely for the U.S. Exhibition to be held during this period at the Trade Center, located adjacent to the fairgrounds. **Milan Trade Center. Apr. 14-25.**

Industrial gas equipment. UNITED KINGDOM. Great Britain is on the brink of one of the most significant economic developments in the past several years. This stems from the discovery of a vast supply of natural gas (estimated at 4 trillion cubic feet a day for 25 to 30 years) in the North Sea, some 35 miles off the coast of England. Due to the marked differences in the character of manufactured gas and natural gas, practically all of the present industrial equipment using this type of fuel must be converted. This will involve the installation of 1250 miles of high pressure pipe line at an estimated cost of $420 million. The overall budget involving a changeover of many thousands of items of equipment is $1.2 billion. The opportunities for U.S. participation in this industrial transition are substantial. **London Trade Center. April 17-25.**

Industrial process control equipment. SWEDEN. There is a growing demand in Sweden for both electronic and non-electronic instruments and devices for controlling industrial processes. In its effort to stem rising manufacturing costs and to remain competitive in world markets, Swedish industry is utilizing a wide range of process control equipment, including instruments imported from the United States valued at more than $3 million annually. Although market potential extends throughout Swedish industry, the pulp and paper, cement, chemical and metal fabrication industries offer prime sales prospects for U.S. equipment. Among the products to be featured at the exhibition are electric, electronic and mechanical instruments and devices used in measuring, recording and controlling the variables of industrial production such as temperature, pressure, moisture, delivery and liquid level. U.S. firms exhibiting will have an excellent opportunity to reach the specialized, selective Swedish industrial market, to establish sales representation there, or to expand existing sales. **Stockholm Trade Center. Apr. 18-24.**

Food processing and packaging machinery, general industrial equipment, automotive parts and accessories, chemical and petrochemical parts and processes, and international trade, finance, and investment. PARAGUAY, CHILE. U.S. Trade Mission. Business proposals should be submitted by Mar. 1, 1968. Mission is scheduled for **Apr. 20-May 18.**

Industrial security equipment exhibition. GERMANY. Germany's phenomenal post war growth has created an excellent market for industrial security equipment. The growing import market for this type of equipment is currently estimated at $10-15 million. U.S. firms with sophisticated equipment will find prime sales opportunities by participating. **Frankfurt Trade Center. Apr. 22-26.**

Electronic production equipment, computers, instrumentation. UNITED KINGDOM. Next to the United States, Britain is the free world's largest producer and user of instruments and electronic production equipment. With a rapidly growing European electronics market, presently estimated at over $9 billion, of which the U.K. market makes up $2 billion, and London the center of European Trade, especially electronics, the setting of the most successful Instruments, Electronics and Automation Exhibition is assured. The IEA Exhibition, held every other year, is the leading electronic design engineering event in Europe. A hard hitting market promotion campaign, tailor-made to each individual participant's desires, is already in motion. Book your space now, before the limited space is filled. **U.S. Commercial Exhibition. Instruments, Electronics, Automation Show, Olympia, London. May 13-18.**

Advanced industrial valves, filters, pumps and compressors. JAPAN. Japan's economy continues to surge forward on all

fronts, and achievements in 1966 exceeded all forecasts. As one of the world's leading industrial nations surpassing most European countries. Japan is looking for the newest and the best technology. Its industrial modernization and increased sophistication have paved the way for a clearly marked trend toward the increased use of advanced fluid, gas, and solids handling equipment throughout Japanese industry. Although the United States has a major portion of this important and lucrative market, American businessmen must continue to promote their products actively to meet increasing European competition. To ensure your share write now to obtain full details on how you may participate in this important Exhibition. **Tokyo Trade Center, May 13-18.**

Instrumentation and chemical processing equipment. FRANCE. The chemical industry is the strongest sector in the French industrial complex, currently growing at the rate of 8.4% per year. By July, 1968, there will be no protective internal tariffs within the Common Market, so France urgently needs to modernize its chemical industry to get on a competitive footing with its European member partners. This year $408 million will be spent on new plant facilities, including the latest in automation and processing equipment available. By 1970 these investments are slated to reach $612 million. The CHIMIE trade fair in Paris is the biggest chemical show in Europe in 1968 and is an ideal medium to reach this dynamic market. Attendance tops 350,000 business visitors and almost 1,400 manufacturers exhibit. **U.S. Commercial Exhibition, Salon International de la Chimie, Paris, May 24-June 1.**

Industrial assembly equipment, fasteners, adhesives. ITALY. Because of the fast pace of industrial growth in Italy, prospects appear excellent for sales of assembly equipment, fasteners and adhesives. Italy's leading industries, including home appliances, automobiles, electronics and office machines, are all important users of assembly equipment. Many of Italy's largest corporations use American equipment and U.S. manufacturers should find expanding export opportunities as Italian industrial production continues to grow. **Milan Trade Center. June 12-18.**

Shipyard production and marine equipment. JAPAN. Unprecedented growth, dynamic annual increases, incredible success are among the descriptions applied to the Japanese shipbuilding industry. The nation, the world's largest producers of vessels, from small hydrofoils to the world's largest ocean-going tanker, offers a prime market for all types of equipment. Currently, there is a 14.1 million ton backlog of vessel orders; this is an estimated two year production reserve. With expansion of existing facilities, increased capability is foreseen to handle more construction. Demand is expected to continue to be strong. Much U.S. hardware is still considered to be of superior quality and advanced design. In 1966 the United States supplied to the marine construction industry 50% of the advanced equipment and supplies imported into Japan. American shipboard equipment of all kinds—mechanical, electrical, electronic, pneumatic—as well as specialized machine tools, assembly and handling equipment, testing gear and supplies used at dockside, in workshops, in hulls, and on decks have been identified as having good sales opportunities within the Japanese shipbuilding industry. **Tokyo Trade Center. June 17-22.**

America Weeks

America Weeks are overseas retail sales promotions of U.S. consumer goods.

Overseas retailers planning one of these promotions make their merchandise selections through overseas offices or agents of American manufacturers or through an appropriate U.S.-based buying office.

Announcement of each separate America Weeks promotion, along with the name of the related buying office, is made by INTERNATIONAL COMMERCE. In addition, Commerce's Business and Defense Services Administration is developing mailing lists by commodity categories of manufacturers and distributors interested in selling to overseas retailers.

Any U.S. organizations interested in supplying promotional material for this program are asked to give a brief description of the exhibition or demonstration, and to indicate the languages in which it is available.

Write: America Weeks, BIC-926, Department of Commerce, Washington, D.C. 20230.

Sample Displays

A Sample Display Center is just what its name implies—a place to show samples of U.S. products.

U.S. firms without agents in the area may use any Center to present their products to prospective local agents and distributors.

Centers are supervised by U.S. commercial officers at the embassies in the host countries. U.S. products and descriptive literature may be displayed without charge for 30 days.

For information on the Centers in Bangkok, Beirut, Manila, and Nairobi, **write:** Sample Displays, BIC-918, Department of Commerce, Washington, D.C. 20230.

For the Sample Displays at Addis Ababa, Melbourne, and Hong Kong, **write** to the Commercial Attache at the American Embassy in Addis Ababa and the Consulate Generals in Melbourne and Hong Kong.

Mobile Trade Fairs

Mobile trade fairs are private business ventures designed to show and sell products of U.S. business and agriculture through traveling exhibitions carried in ships, airplanes, trains and exhibit vans.

Objectives of a mobile trade fair are to help U.S. firms enter the exporting field; to open new markets for American goods; and to assist U.S. business concerns in finding overseas agents.

The Bureau of International Commerce provides technical support and certain kinds of financial assistance to qualified mobile trade fair operators.

Write: Mobile Trade Fairs, BIC-926, Department of Commerce, Washington, D.C. 20230.

Transducer instrumentation systems. GERMANY. Precision transducers and data acquisition systems from leading American firms enjoy a well established market with German R & D firms. Future market expectations are favorable with increases planned in both public and private expenditures for research. American firms with the latest and most advanced equipment will find prime sales opportunities at this show. **Frankfurt Trade Center. June 18-22.**

Document processing and reproduction equipment. JAPAN. Like the U.S., Japan faces the problems of an ever increasing volume of paperwork, document reproduction, information storage and retrieval in corporations, universities, government agencies, financial institutions, research laboratories, information centers, libraries, manufacturing and engineering concerns, commercial organizations and agencies of all types. Many areas of this market are just beginning to institute advanced document processing procedures. Modernizing activities in the following areas are now taking place or are planned: Reprography and microfilming, document and record storage and retrieval, copy and graphic arts preparation, photocopying, duplicating and reproduction. According to recent reports, there is a significant market potential and a definite demand for U.S. made equipment for reproduction, microfilming and retrieval systems. Through this exhibition, U.S. manufacturers have a prime opportunity to introduce the most modern information handling systems to a $30-$40 million market which is increasing annually. **Tokyo Trade Center. July 22-27.**

The following shows, in which all available display space has been booked, are still open for visits by interested representatives of the industries involved.

Space fully booked **Commercial laundry and dry cleaning equipment and supplies. JAPAN.** The Japanese commercial laundry and dry cleaning industry is "going modern." Many segments of the market including neighborhood shops, full line establishments, linen supply firms, and industrial and institutional users are converting to modern sophisticated equipment. Since 1961 this industry has mushroomed from 38,376 establishments to more than 53,000 in 1965 with continued growth expected. In 1966 commercial laundry and dry cleaning equipment sales in Japan exceeded $20,000,000 with U.S. manufacturers capturing two-thirds of the $5,000,000 import market. **Tokyo Trade Center. Jan. 22-27.**

Space fully booked **Compact Computers. UNITED KINGDOM.** Sales potential is high in the U.K. for U.S.-made computers designed for the limited requirements of small-scale or specialized users. Attractive market opportunities are indicated by the willingness of British businessmen to modernize, and by the U.K.'s growing research and development expenditures—which exceeded $2 billion last year—more than the combined R&D expenditures of the entire Common Market. Following the London Trade Center Exhibition, the displays will be mounted in railroad cars and constitute an exhibit train, which will make scheduled appearances at four leading U.K. business cities. **London Trade Center—Jan. 16-19; Train displays: Birmingham, Jan. 25-27; Manchester, Jan. 29-31; Newcastle, Feb. 1-3; Glasgow, Feb. 5-7.**

Space fully booked **Advanced medical equipment. ITALY.** Italian Government plans call for the expenditure of $528 million for new hospital facilities for the five-year period that began in 1965. In addition to the sales that will result from the construction of new medical facilities, a fertile market already exists among Italy's over 1200 currently operating hospitals that are reportedly lacking in modern, technically-advanced medical equipment and supplies. Italian imports of medical equipment and supplies have averaged about $6 million annually over the past few years. **Milan Trade Center. Feb. 7-13.**

Space fully booked **Institutional Hospital Equipment and Supplies. JAPAN.** The sharp increase in the number of hospitals and clinics, approximately 100,000 now operating in Japan, coupled with labor shortages and rising wages, averaging 10% per annum, offer an excellent market for a wide variety of U.S. institutional hospital equipment, particularly products with advanced design and labor-saving features. Market research has revealed a good demand exists for food preparation and service equipment, office machines, especially automated accounting systems, sickroom furniture and patient care equipment, equipment for housekeeping services from linen folders to floor scrubbers, and products for facilities improvement of all types—air conditioning, communications, record keeping, pharmacy, and nurses' stations. Japanese doctors, hospital and clinic administrators and other medical professionals feel that American medical treatment and hospital equipment is more advanced than Japanese, and these influential decision-makers will be visiting this show to see, specify and buy products shown by participating U.S. manufacturers. The impetus to buy is aided by a booming economy now prevailing throughout Japan. **Tokyo Trade Center. Feb. 19-24.**

Space fully booked **Packaging equipment and materials. ITALY.** Italy offers an excellent market for specialized and advanced packaging, packaging and accessory equipment. U.S. manufacturers supplied nearly 20 percent of Italy's imports of packaging equipment in 1966, and the current demand for special and fully automatic packaging equipment from the United States is still rising. Most Italian users and potential buyers of packaging machinery and equipment feel that U.S. products are superior to European items in efficiency, technical quality and durability. **Milan Trade Center. Mar. 13-19.**

Space fully booked **Papermaking equipment. ITALY.** The Italian market demand for papermaking machinery and equipment tops $30 million annually, and imports satisfy about 60 percent of this demand. The expanding production of paper and paperboard, which industry sources have conservatively estimated at 5% yearly during 1966-1969, and the necessity for continuous modernization to keep abreast of technological progress, make the Italian market a promising one to U.S. manufacturers in this field. Reports from Italy indicate that domestic demand has increasingly favored advanced and specialized American automatic, precision, and labor-saving papermaking equipment since there is some concern that rising labor costs and lagging technical development might lead to greater competition from imported paper products. **Milan Trade Center. May 15-21.**

Plastics production equipment boosted at Milan Center show

New-to-market items get attention of visitors to 32 company displays

U.S. machinery and materials for manufacturing plastic products hit the Italian market in force during November at a seven-day show held in the U.S. Trade Center at Milan, and the 32 exhibitors in the exhibition came away predicting sales of over $2.3 million during the next year.

Nearly 1400 visitors attended the showing, almost all of whom were registered trade visitors. About 75% of the registered visitors were identified as manufacturers of plastics and chemical products or plastics machinery, with the remainder consisting of technicians and engineers.

Of nine firms seeking permanent agents in Italy, two had made positive arrangements with local businessmen before the end of the show, and another nine agreements were pending.

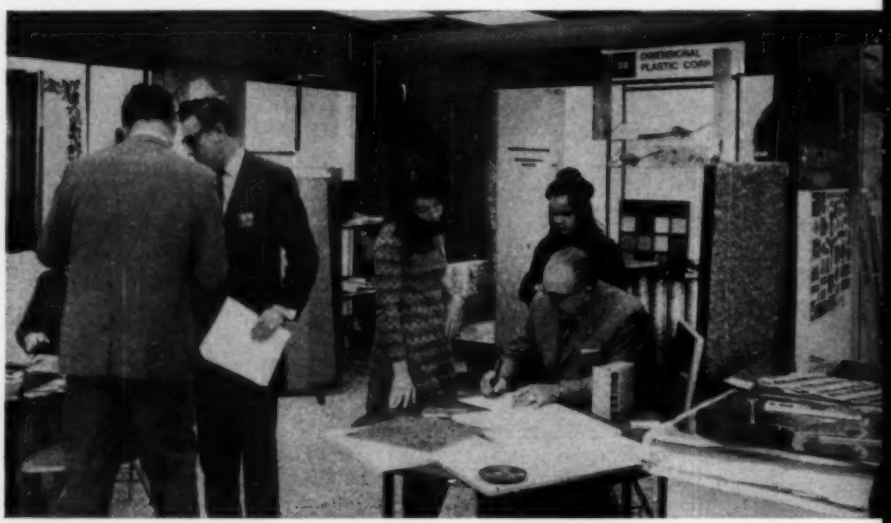
Exciting new-to-market items—Borg Warner Machine's injection molding machine and Dimensional Plastic Company's "Krinklglas" and synthetic marble decorator and construction panels, among others—attracted continuous visitor interest. Visitors commented positively on product quality and diversity.

Exhibitor opinion was overwhelmingly positive. Firms seeking licensee, distributor or agency arrangements left the show with excellent prospects developed. Exhibitors felt that the Italian market has excellent potential, with the Italian plastics industry in a period of significant expansion.

The show highlight was the first European presentation of Borg Warner Machine's new injection molding machine, with their booth manned by a battery of experts. The machine's inventor, J. Hendry, estimated that he could have sold ten machines at $35,000 per unit off the floor if there had been a European licensee in production.

As to meeting new prospects, Hendry said, "This show has been just great—100 to 150 serious potential clients were developed. We've had more interested people here than at the Toronto Plastics show—the only other place where we have exhibited this machine."

INDUSTRIAL HEATING ELEMENTS drew buyers to Hotwatt, Inc. booth (above). Company plans to name agent shortly. Dimensional Plastic's decorator materials (below) were among many new products.



EXPORT REPRESENTATIVE (center) for Coating Products, Inc., discusses company's line of plastic films and laminates for multiple decorating purposes. The firm looks for $50,000 in first year sales.

U.S. electronics show nets $5 million sales prediction at London

Nearly 3000 executives visit show that outgrew Trade Center facilities

One of the most popular exhibitions in the history of the London Trade Center more than lived up to its advance billing as nearly 3000 British businessmen came to see the latest in U.S. electronic production equipment.

So great was the pre-show demand for exhibit space by American manufacturers that the grand ballroom of London's newest hotel, the Royal Lancaster, was obtained for use as a temporary, larger Trade Center showplace, with room for at least twice as many exhibitors.

A total of 64 companies filled the available space at the hotel, ringing up a total of $665,380 in immediate confirmed sales at the show. Combined with the $128,109 in machinery turned over to British agents, the immediate commercial results of the show topped $793,000.

Predictions of sales during the next year as a result of participation in the special Trade Center exhibition reached almost $5 million.

Nine companies came to the show seeking new representatives in the United Kingdom market, and two definite contracts were signed during the week-long exhibition. Fifteen other possible arrangements were said to be in the final stages of negotiation by exhibitors polled.

H. H. Hilton, which was introducing a new ballast winding machine to the market, sold 15 of the new units at $18,500 each, as well as several smaller machines. Hilton reported establishing "excellent prospects" for future sales.

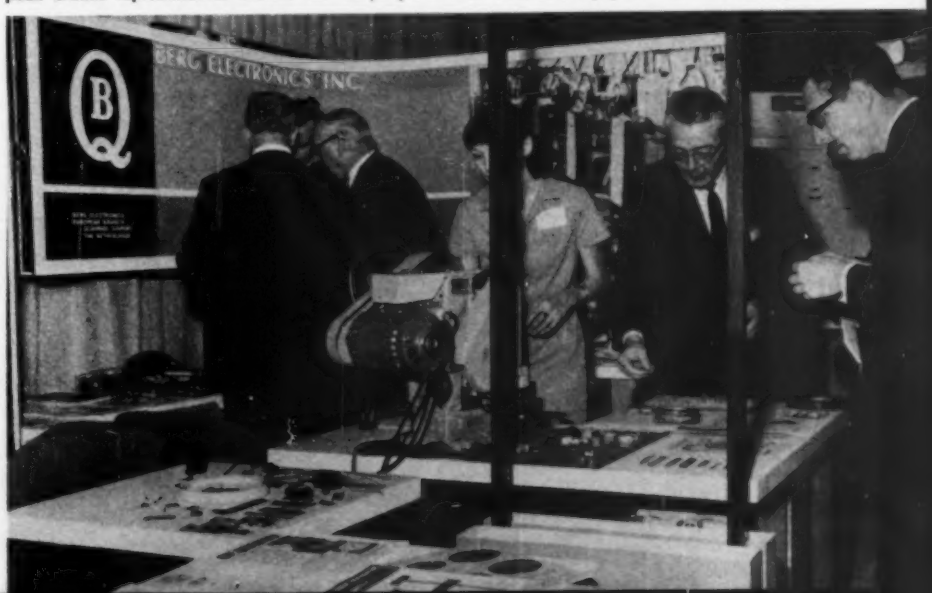
Plato Products, another firm introducing new products—a line of specialized soldering iron tips—was negotiating with five of Britain's leading potential agents as the show closed.

Berg Electronics, a new-to-market exhibitor, estimated $500,000 in sales during the next year as a direct result of its displays at the Royal Lancaster.

A total of 2,909 visitors came to see the U.S. equipment and talk to officials of U.S. firms at the show. Exhibitors were unanimous in their praise of the high quality of the visitors. The quantity of trade visitors exceeded the most optimistic pre-show estimates.

OVERFLOW CROWD of exhibitors and visitors were accommodated in the larger quarters of the Royal Lancaster Hotel. Officials of GTI Corp. (below) explain product details to visiting buyers at booth.

BUYERS KEPT EXHIBITORS BUSY at all booths, including that of Berg Electronics (below) whose European branch representatives showed the company's line of electronic equipment to lines of buyers.



Morocco upturn expected

Growing competition challenges U.S. position as second-ranking supplier

By L. ANDREW KLIEFORTH
Supervisory Commercial Officer, U.S. Embassy, Casablanca

The past year was, on the whole, a rather poor one as far as levels of Moroccan business activity are concerned but an improvement in the near future is foreseen, as well as substantial long range economic growth.

Two successive cereal crop failures have contributed to the serious dip in the purchasing power of Morocco's predominantly rural population; the effect has been felt in several other parts of the economy, including notably the textile industry and garment trade. Sales of higher-priced consumer goods also have been below normal except for some items, such as locally assembled cars and TV sets.

As 1967 drew to a close with abundant rain, the outlook of the business community has become more optimistic, even though there is no overall increased level of business activity yet. Orders for transportation and agricultural equipment however, are satisfactory and there has already been a substantial increase in requests for price quotations from American firms of food processing and packing machinery, synthetic fibers and nitrogenous fertilizers.

Public and private construction activity is increasing significantly (particularly in the Northern Provinces) with the acceleration of the completion of a number of public and private projects under the Three Year Plan.

Jet airport

The Nouasseur (Casablanca) Air Base is being converted to an international jet airport with AID financing, and will be completed in 1969. This, no doubt, has contributed to a boom in hotel-motel construction, which will continue for at least a few years. American firms are very active in hotel ventures and Ramada International has begun the construction of a chain of motels, Holiday Inns recently entered the country and Hotel Corporation of America expects to begin constructing in Casablanca in the near future. Purchase of U.S. equipment and furnishings is anticipated.

While consumption of gasoline has levelled off somewhat during the past two years, consumption of diesel, fuel and LPG is going up, and significant increases are projected by industry next year for tractor diesel fuels and LPG. American and European petroleum distributors in Morocco, dependent on the domestic refineries SAMIR and SCP for fuels, anticipate a further drop in their foreign supplies with the establishment in 1968 of a new SEBIMA plant at Mohammedia, which is to cover domestic requirements of base oils and tar.

The U.S. Trade and Investment Mission to Morocco (December 1966) established that the Moroccan climate of investment is a good one and that investment capital is available from Cooley Amendment funds and other sources. This has resulted in a number of U.S. firms taking a fresh look at Morocco, and several investment projects and joint ventures are under study. A small number of new American firms were formed during 1967. One important new firm is a subsidiary of the First National City Bank of New York. A growing number of firms are expected to undertake feasibility studies in the agro-industrial field, where AID financial assistance is available.

The interest of American business in Morocco is expected to be stimulated by the establishment of branches of two investment promotion entities associated with U.S. banks, MAB Associates and Porter International. The creation of a Moroccan Government Investment Center in Rabat to assist foreign investors is expected to be of great value in establishing the proper official contacts.

Moroccan interest in forming joint ventures or obtaining American know-how has increased. Investment opportunities exist in tourism, agro-industrial ventures, mining, and certain light industries, among others.

An optimistic outlook for 1968 and the years thereafter is justified, and is based not only on a hoped-for larger cereals crop, basic to the economic health of Morocco, but more specifically on the 1967-72 Five Year Plan, which will be phased-in during 1968, as the current Three Year Plan is phased out.

Details of the Plan have not yet been released, but it reportedly comprises specific projects for which public and private expenditures will total about $1.3 billion in five years. By far the largest part, or about $580 million, is for agricultural projects. An annual growth rate in excess of 4% is projected.

Financial sources

Moroccan Government studies indicate that Five Year Plan financing is to be provided from Government revenues, World Bank loans, as well as preferential and commercial loans from foreign banks and various lending institutions. Principal AID assistance reportedly being considered will be in the form of an Agricultural Sector Loan.

Most U.S. funding will be in the form of local currency, but tied foreign exchange loans may be provided for commodities and equipment needed for the Moroccan cereals program. This would include forage seeds, nitrogenous fertilizers, tractors and farm equipment, machinery and equipment for irrigation projects. Special allotments are to be made for the Lower Moulouya irrigation project, to utilize the water from the Lower Moulouya Dam which was funded by AID money.

The Five Year Plan's agricultural projects are designed to make Morocco self-sufficient—a net exporter of cereals and other agricultural products for local consumption. The heaviest emphasis has been put on irrigation projects and modern agricultural techniques. Other programs call for vast expansion of sugar beet production, increase in livestock and poultry farming, as well as afforestation and range management projects.

Projects are also being finalized to bring the recuperated lands (which the Government has taken back from foreigners and others said not to have a clear title) into the modern agricultural sector through improved management techniques. Increased Government assistance to small and large private farms is already underway, and a complete re-

structuring on a regional basis of Ministry of Agriculture offices has been undertaken. There now exist seven main regional Ministry of Agriculture offices, including irrigation services, which offer assistance in modern farming methods and the use and supply of agricultural equipment, fertilizers, seed grains and other commodities.

Financing for agricultural equipment is available through the offices of the National Agricultural Credit Institution (CNCA). With decentralization, the Regional Agricultural directors and other Government officials have the authority to award contracts and tenders, and approve credit to farmers for agricultural equipment.

The Government is becoming an increasingly important customer.

The DERRO project for economic development in the Western Rif is essentially a humanitarian rural improvement project designed to improve the lot of the Riffians, with assistance being provided by the United Nations Special Fund.

The PRAM project to reorganize non-irrigated agriculture in Morocco, which also has begun, is a rural and agricultural improvement project covering places outside the main irrigated areas.

It is manifestly clear that with the concentration of public projects in the agricultural sector, there is a great stimulus to growth in private farming and to agro-industrial ventures.

The Government's liberalized import regulations proclaimed in June 1967 have not, as yet, resulted in spectacular increases of imports. Reasons given by importing distributors include levelling off of business activity and continued decrease in the size of the foreign community who are primary consumers of luxury goods. The new import policy removed certain products from import license controls. Overall Government foreign exchange and credit controls are, according to senior Government officials, expected to remain permanently in effect.

Import categories

All commodities have been classified by the Ministry of Industry and Commerce under three categories, List "A" includes certain consumer goods, basic materials, plant and equipment for all of which import licenses are no longer needed, for goods shipped from country of origin List "B" contains commodities and products for which both licenses and foreign exchange allocations arranged through local banks are required, and List "C" covers prohibited imports. Import quotas are applicable to specified commodities coming under List "B".

A concomitant of the liberal import policy however, has been a much stricter protection of domestic industries, which has slowed down the processing of a number of import licenses.

The Moroccan technology is French-European, and economic ties with France and Common Market countries remain of great importance. Morocco has recently resumed negotiations with the Common Market for association with the EEC. The recent pattern of trade has changed a little, however, with trade increasing with other European countries.

France still ranked as the leading supplier country to Morocco in 1966, with over 39% of the total; the United States, however, ranked number two with nearly 12%. With Supporting Assistance funds having been phased out in 1966, and U.S. specialties or products of U.S. specification increasingly being supplied from nearby Europe, indications are that it will be difficult to maintain U.S. commercial exports at the high levels of recent years.

U.S. has opportunities

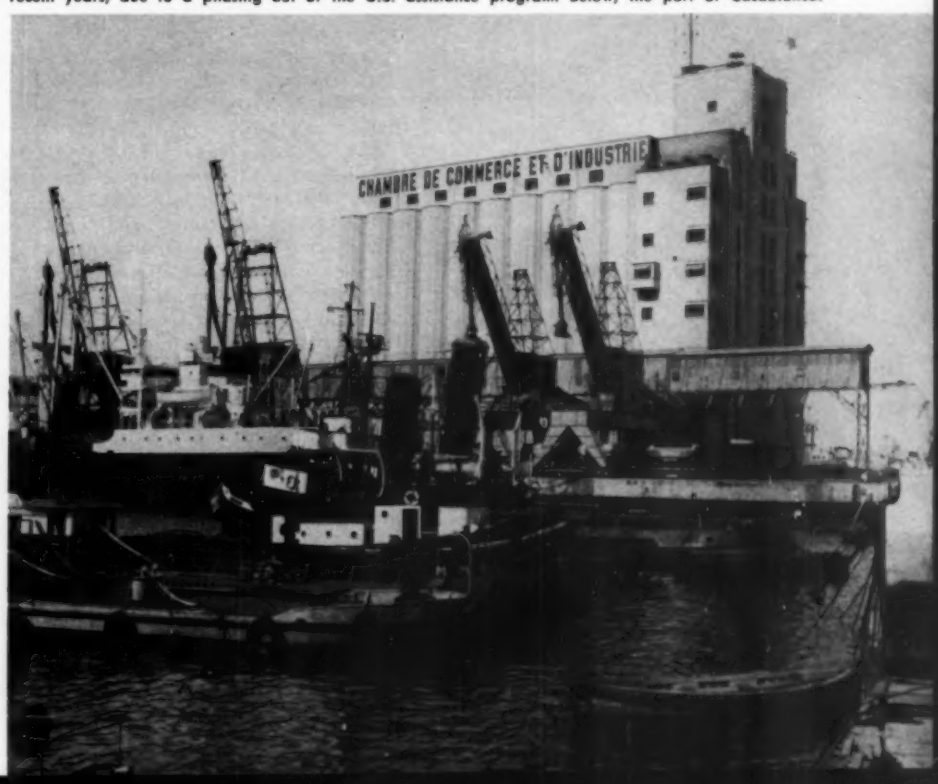
Opportunities for U.S. firms, however, are there, particularly in commodities which have a place in agricultural programs, and also in mining and construction machinery, provided there is effective representation and follow-through in Morocco.

An indication of the range of products and machinery for which the market outlook is good has been given elsewhere in this article. Commodities which warrant careful examination because of their sales potential include the following: organic chemicals, nitrogen compounds and fertilizers, pesticides and disinfectants, synthetic fibers and yarns, iron and steel stock, reinforcing bars and rods, tubes and pipes, pumps for liquids, mining, excavating and construction machinery, tracklaying tractors, food and packaging machinery, measuring and controlling instruments, stationary and mobile electric power generating equipment.

Need backstopping

The success of the promotional efforts of American firms depends a great deal on the amount of technical and financial backstopping they offer their representatives in Morocco. Terms should generally cal for c. & f. quotations; they should be generous (three to four months) to cover transportation delays and the manifold documentary requirements in Morocco. Technical documentation and correspondence should, if at all possible, be in French; facilities for translation in the Moroccan private sector, as in most Government institutions, are very limited.

DESPITE EXPECTED UPSWING, U.S. commercial exports to Morocco may not maintain the high levels of recent years, due to a phasing out of the U.S. assistance program. Below, the port of Casablanca.



Outlook bright for higher exports to France, as Kennedy Round cuts improve U.S. competitive position

Practically all observers agree economy is due for upswing; devaluations will intensify competition, especially from U.K.

By A. J. DAVIT
Commercial Counselor
U.S. Embassy, Paris

The outlook for U.S. exports to France during 1968 is good.

Though the recent series of currency devaluations by several European countries could have some adverse consequences for French exports, and, therefore, on the timing or magnitude of the expected French economic recovery, it nevertheless seems probable that French imports as a whole will continue to increase at a healthy pace during 1968.

Implementation of the first tariff cuts under the Kennedy Round negotiations should help to improve access to the French market. On the other hand, the devaluations will intensify competition from some other suppliers, principally the United Kingdom.

The French Government, French businessmen, and other observers believe the economy has passed the low point in the present cycle.

In its annual budget presentation, the Government forecast for 1968 a 5% rise in total output in real terms. The Government estimates total exports will expand 11.4%, with exports to non-Franc area countries rising 13.1%.

It expects total imports to increase by 10%, with imports from non-Franc area sources rising 11%. Alert American suppliers to France can share in the expected expansion of the French import market.

Reduction on July 1

The first implementation, on July 1, of the Kennedy Round negotiations should benefit U.S. exports to the French market. This action will represent on the average a substantial reduction in French tariffs to non-European Community suppliers. Movement toward the rates established by the tariff negotiations will extend over a period of five years.

However, French tariffs are, in general, still somewhat higher than the European Community's Common External Tariff, despite France's progressive movement towards the European Community's Common External Tariff over the past several years.

Hence, estimates are that France's alignment next July to the Common External Tariff reduced by the first series of Kennedy Round reductions will represent an average cut in French tariffs toward countries outside the European Community of about 30%.

Since the Treaty of Rome became operative in 1958, France has been moving progressively to eliminate tariffs toward its European Community partners. On July 1 it will eliminate the remaining tariffs toward these countries as well as move to the European Community's Common External Tariff as reduced by the Kennedy Round. France's elimination of tariffs towards its European Community partners will result, in fact, in only rather minor reductions.

As a result of both July 1 tariff adjustments, the competitive disadvantage of non-European Community suppliers to France will be less than has been the case recently. In other words, as of July 1, suppliers outside the European Community should on the whole find their position in the French Market vis-a-vis their European Community competitors better than on the day before.

Recent devaluations could result in some competitive price advantages vis-a-vis U.S. suppliers for exporters of devaluating countries in the French market.

The United States is a major supplier to France in the broad categories of machinery, scientific equipment, organic chemicals, and electrical equipment. These are also principal exports of the United Kingdom to France. For example, machinery has been the principal category of exports during the first nine months of 1967 to France from both the United States ($159 million) and the United Kingdom ($84 million).

The competitive position of U.K. suppliers has undoubtedly been strengthened by the devaluation. However, the strength of U.S. exporters in these categories has been, in large part, in their ability to introduce and market new products quickly, a factor which should help compensate in large measure for any new competitive disadvantage.

Another new element which may affect U.S. exports to France is the reform of the French TVA (turnover tax), to become effective on Jan. 1. The reform extends coverage of the tax to virtually all commercial transactions, including services, at the retail stage. Also, it revises tax rates, in general, in a downward direction.

The impact of the changes, particularly as they may affect French foreign trade, can be determined only as implementation occurs. However, the reforms should not have a major impact on U.S. exports to the French market.

French trade statistics for the first nine months of 1967 indicate that French imports from the U.S. were up $43.5 million over the same period a year ago ($934.5 million compared to $891 million).

This 4.9% increase in French imports from the U.S. is not as high as the 5.3% general increase in French imports for the same period.

Favorable to U.S.

However, the comparison is more favorable to the United States if one excludes trade between France and her European Community partners; French imports from all foreign currency areas except other countries in the European Community grew only by 1.9%.

With even a moderate French economic upswing and reduced tariffs, the increase in U.S. exports to France in 1968 should be greater than that experienced in 1967, certainly in absolute amount and perhaps even in percentage terms. In fact, American exporters should even be able to increase the U.S. share of the French market, which is presently at about 10%.

A review of the French market indicates that opportunities are particularly good for the following U.S. products:

Chemical specialties, particularly highly specialized intermediate or special purpose products such as epoxy molding powders, thinners, solvents, detergents, or surfact preparations for particularized industrial uses. Novelty and appropriateness of use, coupled with a sales engineering technique, are more important than price alone;

Yarn for synthetic fibers;

Woven synthetic fibers, particularly

blends of cottons and synthetics which provide wash and wear wrinkle resistant characteristics and hard wearing upholstery fabrics;

Machine tools, particularly non-conventional metal cutting devices, such as high energy machinery, and numerical controls for standard type machine tools;

Cocks and valves, particularly very heavy duty, standard valves, such as cryogenic equipment, and items associated with water treatment;

Toys and indoor games, particularly serviceable children's toys in the tot and pre-school age groups, plastic model kits, and parlor games in serviceable boxes;

Electric components, particularly the most technically advanced;

Marina equipment required particularly for docking and servicing facilities and in other fields related to marina activity;

Automotive parts, accessories and supplies related to maintenance, safety and comfort, and servicing equipment in conformity with the metric system;

Audio-visual equipment, particularly products designed for educational and training purposes.

In 1967 coal constituted about 2.5% by value of French imports from the U.S. Opportunities remain good for U.S. coking coal in this market, but, at present price levels, imports of U.S. steam coal probably will not increase.

Interested U.S. exporters should obtain details on export possibilities from the *Market Share Report* analysis prepared by the American Embassy at Paris (A-826 of Nov. 17, 1967, available for sale as DIB 68-01-006 from the Clearinghouse for Federal Scientific and Technical Information, Springfield, Va. 22151. Price: $1.50).

Exporters desiring to enter the French market should consider participation in some of the specialized fairs held in France and elsewhere in Europe which attract buyers and potential agents not only from Europe but from Africa as well.

In addition, such exporters may wish to explore the possibility of participation in Department of Commerce sponsored exhibits at specialized fairs, such as the chemical show, *Chimie*, to be held in Paris from May 24 to June 1.

Further information about the promising French market, copies of the *Market Share Report* analysis, and information about fairs and the opportunities offered through Department of Commerce sponsored participation in some of them may be obtained from the Department of Commerce or any of its field offices.

Saudi Arabia still booming despite Middle East war; U.S. exports face stiffer competition

Government plans 25% rise in development spending in '68; increased economic activity centers in construction industry

For the past ten years, the Saudi Arabian economy, spurred on by continual growth in petroleum production and revenues, has been riding the crest of a boom wave which shows no signs of subsiding, according to the latest Economic Trends Report submitted by the U.S. Embassy in Jidda.

A careful review of current business conditions indicates that this assessment, which would have occasioned no dissent six months ago, is still surprisingly accurate, despite the Middle East war in June, which temporarily interrupted petroleum production throughout the Arab Middle East and resulted in the closure of the Suez Canal for an indefinite period.

Saudi Arabia escaped any direct damage from military action, and it is rapidly overcoming most of the indirect effects of the brief war. Saudi oil production, after a brief slowdown during the summer months, rebounded to a daily average of nearly 2.6 million barrels for the first ten months of 1967, compared to an average of 2.4 million barrels per day for calendar 1966.

While the dislocation of regular shipping patterns to the port of Jidda on the Red Sea, caused by the closure of the Suez Canal, has not been easily overcome, the most recent shipping statistics indicate that with the establishment of new routes around Africa the volume of shipping is once again approaching normal levels.

Budget slightly smaller

While the Saudi economy was not badly damaged by the Middle East war, oil revenues were temporarily reduced, and as a result, the national budget for the new fiscal year which began Oct. 4 was pegged at a slightly lower level that its predecessor. Although the cut was only 1.7%, in a country such as Saudi Arabia in which the health of the whole economy is closely linked to government spending even such a small reduction might have had an adverse effect.

However, rather than reduce expenditures on development projects, the Government decided to use the reduction in revenues as an occasion to tighten up its administrative operations.

In reality, the total projected Government expenditure of $477 million on development for the coming year is approximately 25% higher than last year's record total. With this extensive support from the government sector, the annual estimated growth in the gross national product, which has averaged 10% in recent years, is expected to decline only slightly if at all as a result of the recent crisis.

Much of the nation's expanding economic activity has centered in the construction industry, the growth of which has matched the pace of the economy as a whole. In a report prepared by the American consulting firm of Arthur D. Little, Inc., which was recently released by the Ministry of Commerce and Industry, the value of construction put in place in the Kingdom during A.H. 1385 was estimated at $240 million.

The report predicts that the construction sector will grow at an average rate of 10% per year for the next five years. A major part of this construction activity, 57% in the most recent year for which calculations have been made, was financed by the Government, with an estimated half of the total going for civil engineering projects as opposed to building construction.

Thus far the only major industry which has grown up within the country to meet the Kingdom's heavy demand for construction materials is the cement industry. Each of the country's three cement plants is in the process of expansion; however, the increasing demand for cement seems likely to continue to outpace domestic capacity, at least in the near future.

The Saudi plants have had some difficulty with quality control, with the result that many important building projects specify imported cement. In order to remedy this problem, the expansion of the Jidda plant involves the installation of a more advanced rotating kiln which should produce a higher quality product.

In an effort to reduce dependence on

imported building materials, the Saudi Government's General Petroleum and Minerals Organization (Petromin) contracted for the construction of a small steel rolling mill in Jidda, which in its initial stage is to concentrate on the production of re-enforcing bars and angles.

Credit increasingly available

Available statistics on Saudi commercial banking operations suggest that adequate funds are available to meet the needs of the expanding economy. The Saudi Arabian Monetary Agency (SAMA) may be expected to work closely with both the Saudi Government and the banking community to assure that the legitimate credit requirements of local business are met.

To an increasing extent the country's needs for capital and credit are being satisfied from domestic resources. SAMA has calculated that total deposits in the nation's banks (excluding inter-bank deposits) have grown at an annual rate of about 14% for the past five years. The consolidated balance sheet of the commercial banks for the past three years has shown a gradual decline in net claims on foreign banks to a point where these are not much more than is probably required for current foreign transactions.

This trend would suggest that Saudi funds previously deposited abroad are now being effectively utilized within the country to an increasing extent. Nevertheless, because credit requirements remain large, the foreign banks in Saudi Arabia have had to draw funds from their home offices and other branches, and at last report such transactions were still growing.

While Saudi Arabia has no organized capital market, recent experience has shown that domestic funds can be obtained for industry, real estate projects, and commercial ventures. Thus, while both government officials and private Saudi businessmen are seeking to encourage direct foreign investment in this country, there is evidence that local capital too can be obtained for worthwhile joint ventures.

Some change in the trend of ever-growing gold, silver and foreign exchange reserves is perhaps to be anticipated in coming months. Nevertheless, the economy has ample reserves to pay for all its foreseeable import requirements.

The devaluation of the British pound, which came while this report was being prepared, has caused only minor repercussions among the Arabian business and banking communities. Some question arose of whether commercial documents negotiated before the devaluation had to be paid for at the old exchange rate, but satisfactory working procedures seem to have been established with SAMA's guidance.

SAUDI ECONOMIC GROWTH has centered in the construction industry, and the Government plans a record outlay for development during the coming year. This man is working on a new project at Yenbo.

Foreign trade booms

The latest foreign trade statistics for Saudi Arabia as calculated by SAMA for 1966 show continuation of the usual trend of substantial, if somewhat irregular, growth in both imports and exports.

Saudi exports, of course, consist almost entirely of petroleum and petroleum products. The Saudi demand for imports has extended across a wide range of products, from foodstuffs and basic raw materials to jet aircraft and other sophisticated machinery.

Despite the lack of a pattern in foreign trade growth, however, two predictions can safely be made for the immediate future. First, since exports are largely confined to shipments of petroleum and petroleum products, production figures already available indicate that export growth in 1967 will be somewhat less than in recent years.

Secondly, since consumer demand for products not manufactured in Saudi Arabia, particularly consumer durables such as appliances and automobiles, remains high, the level of Saudi imports should again increase sharply in 1967.

Saudi Arabia, which has an avowed policy of minimal restrictions on imports, should continue to have ample means to pay for its large purchases from abroad.

Consumer demand recovers

Consumer demand appears to have rebounded from the minor slump engendered by the recent crisis. Because of the general sense of uncertainty which pervaded the country during and immediately after the hostilities, many consumers, particularly foreigners resident in Saudi Arabia, postponed planned purchases of major consumer durable goods. However, such items as automobiles and household appliances again appear to be moving briskly.

Meanwhile, wholesalers and retailers alike have begun to build up their stocks in anticipation of the traditionally brisk retail trade which accompanies the Hajj pilgrimage season which will begin early in 1968.

Although no reliable statistics are available, the Embassy says that retail prices appear to have remained surprisingly stable, despite the disruption of regular supply lines by the war.

In general, merchants seemed to have sufficient stocks on hand to meet demand in the period immediately after the war, and merchandise is now arriving again, at least at the Jidda port, in a steady stream. Even the higher freight rates, occasioned

by the necessity to go around the southern tip of Africa in order to get to Saudi Arabia from Europe, have been largely absorbed by importers and wholesalers.

However, prices of construction materials shot up dramatically during the war, and they did not fall all the way back to pre-war levels even after new supply routes had been improvised. Meanwhile, housing rentals have continued in the upward curve which began when rent controls were removed about six months ago.

While both of these efforts promise to be beneficial in the long run, the interim period before they take full effect will witness a continuing shortage of skilled labor, a factor to be faced by any company doing business in Saudi Arabia.

Despite its high rate of growth in recent years, the Saudi Arabian economy is not a balanced, well developed one. The economy remains too dependent on the petroleum industry, outlying parts of the country are not yet converted to a monetary economy, and much of the nation's limited agriculture is still based on traditional methods.

However, these problems are being attacked. Through the efforts of Petromin, a process of diversification is underway within the petroleum industry, in the areas of fertilizer production, sulphur extraction and refining.

The Ministry of Petroleum and Mineral Resources is actively pursuing a search for minerals other than petroleum, and the Minister recently predicted that eventually as much as 30% of the Kingdom's income would derive from minerals other than hydrocarbons.

Finally, the Ministry of Agriculture and Water is spending large sums on dams, well-drilling, and irrigation projects designed to maximize the country's limited agricultural potential. Against these accomplishments and programs, all of which are government-sponsored, must be set the fact that very little progress is evident in the manufacturing field.

In A.H. 1386, the most recent period for which comprehensive foreign trade statistics are available, the United States accounted for over 30% by value of Saudi Arabia's imports, thus maintaining its position as the Kingdom's leading supplier.

U.S. export performance has been particularly impressive in the area of passenger vehicles; 63% of the cars brought into the country in 1966 were of American manufacture.

In view of the generally favorable economic picture in Saudi Arabia for the immediate future, American exports should continue to grow in absolute terms, although increasingly stiff foreign competition indicates that the U.S.'s relative share of the market may not increase.

Economic development is creating new consumers at the worker-laborer level. These consumers tend to purchase inexpensive goods of Asian or Eastern European origin and do not constitute a growing market for most U.S. products. However, economic development also results in a rise in the standard of living of the middle and upper classes, and new markets are developing for major appliances, home furnishings, and luxury goods.

Calendar adjustment

Saudi statistics are sometimes available only on the basis of the Hejira calendar. Where cited in this report, the Arabic years correspond to the following Gregorian dates:

1384 A.H.: May 1, 1965-Apr. 20, 1966
1385 A.H.: Apr. 21, 1966-Apr. 10, 1967
1386 A.H.: Apr. 11, 1967-Mar. 29, 1968

In addition to their dominance of the passenger car market, U.S. products are also in strong positions in such diverse fields as electronic instruments and food. On the basis of past performance and the evolutionary changes taking place in Saudi society, the Embassy feels that the following categories of goods appear to hold the most promise for U.S. exporters at the present time: food specialties (canned and frozen), builder's hardware, road construction and maintenance machinery, oilfield machinery and equipment, electric household appliances, aircraft control systems, aircraft, and passenger cars.

As the process of modernization of all aspects of Saudi life, including consumer tastes, continues, a change in the pattern of demand for foreign goods can be expected to take place. An excellent illustration of this point is food. At the present time, the United States exports a significant quantity of food grains (mostly rice) to Saudi Arabia; this trade amounted to more than $20 million in 1966.

Rice has long been the preferred staple of the Saudi diet, and the increase in American rice exports to the Kingdom reflects an increase in the Saudi ability to pay for a high-quality product rather than a fundamental change in taste.

The one or two self-service stores in Jidda, which are stocked with American prepared foods and which were originally set up to meet the demands of the Western community, have recently been augmented by the establishment of several modern new retail outlets. While this trend can be attributed in some measure to growth of the Western community, it reflects a more important trend, namely a growing sophistication in taste among the local population, and an increase in the demand for imported foods.

This increasing sophistication in consumer demand is not limited to food; it also includes consumer durables such as television sets and automobiles, and in the Embassy's view it may well be the most significant trend in foreign trade with Saudi Arabia over the next ten years.

Competition

While no single nation approaches the volume of U.S. exports to Saudi Arabia, several European states and Japan maintain large shares of the Saudi market, and all are making concerted efforts, through trade delegations and other means, to expand their sales.

The United Kingdom has been particularly successful in this regard; from 1965 to 1966 the U.K. registered a gain almost equal to that of the U.S. in absolute terms.

The nature of the competition can best be analyzed in terms of price. For high-priced goods the major competition is provided by West Germany, France, and Japan, while in the case of medium-priced goods the main competitors are the United Kingdom, Italy, Japan, and the Scandinavian countries.

Finally, serious low-price competition, including competition in the lucrative area of rice imports, comes from Asia, particularly Thailand and Communist China.

The competitive position of American vs. European products in the Saudi market received an unexpected boost by virtue of the closure of the Suez Canal. While the closure of the canal resulted in an increase in freight rates to Saudi Arabia from virtually all points west of Suez, it was proportionately much less from American East Coast ports than it was from the Mediterranean.

In a highly competitive market the increasing sophistication of the Saudi consumer has been beneficial to U.S. trade, in that he frequently prefers quality products even though they may cost more. However, the high level of European and Japanese commercial activity in Saudi Arabia clearly indicates that there is no room for complacency if the United States is to maintain its present share of the Saudi market.

Ten British firms seek licenses to make equipment, other goods

Interests vary from packaging machinery and materials handling equipment to furniture, power tools, coated paper

Ten British manufacturers are interested in licensing agreements with U.S. firms to make a variety of equipment and other goods related to their own production.

For additional information about these opportunities, U.S. firms should correspond directly with the British manufacturers at the addresses given.

• The packaging division of a machine tool company seeks a license to produce packaging equipment, particularly for the food, pharmaceutical and cosmetics industries. The concern is interested in making overwrapping machinery, breadwrapping equipment, cartoning machinery and specialized packaging apparatus.

Reportedly, the packaging operation recently has moved into a larger plant covering about 4½ acres, resulting in considerably increased production capacity.

The parent firm, established in 1923, is divided into three main sections, printing, packaging and machine tools. It has about 275 employees, operates three manufacturing facilities, and represents several U.S. manufacturers.

Write: Saog Machine Tools Ltd., Packaging Div., Transport Ave., Great West Road, Brentford, Middlesex. WTD.

Products for animals

• A manufacturer of animal feed fertilizers, pet foods and pharmaceutical preparations seeks a license to make related products in the United Kingdom. It also produces a range of drug supplemental formulas in pellet and flake form for use by veterinarians and is interested in an agreement for manufacture of products in this field.

Established in 1924, the firm has about 120 employees. It manufactures numerous products for animals under a licensing agreement with a major U.S. pharmaceutical company including certain drug supplemented products for sheep, cattle, horses, and pigs. The British firm claims to have developed a highly specialized pelleting technique ensuring maximum drug stability. It also markets chelated trace minerals in the U.K. for another U.S. firm.

Write: James & Co., (Hungerford) Ltd., Hungerford, Berkshire. WTD.

• Some form of licensing or agency arrangement with an experienced U.S. manufacturer in the electronics industry is sought by a British firm of design and drafting consultants. The firm manufactures printed circuit boards and flexible wiring for the electro and telecommunications industries.

According to the British company, it has had several years experience in the design and drafting of telecommunications and electronic equipment, from circuit to final detail. A number of its staff engineers have worked on large scale projects for U.S. customers.

The firm would like some form of association with a U.S. company where it could contribute substantial design and drafting effort complemented by production of printed circuit boards either in naked state or full assembly. These could be exported for inclusion in main assemblies. Established in 1961, the company reportedly has 45 employees.

Write: Thornhill & Co. (Developments) Ltd., 85 High St., Welling, Kent.

• A designer and manufacturer of metal fastening devices seeks a license to make fasteners complementary to its present line.

The firm's products include adjustable band type fasteners used in conjunction with steel strapping on packing cases, large latches for use on doors and panels, light duty fasteners in nickle plate or brass for cabinets and cases and fastening devices for crates, trunks and boxes.

The company is a subsidiary of a British manufacturer of precision metal stampings.

Write: Protex Fasteners Ltd., Arrow Road, Redditch, Worcestershire. WTD.

• A manufacturer of upholstered and dining room furniture, convertible setteebeds and metal furniture fittings, seeks a license to make related products in the United Kingdom.

The firm's main plant and offices are on a 150,000 square-foot site in Essex. Production facilities include a steel pressing operation for making the metal parts used in the convertibles, and the furniture fittings, a large quantity of which are exported. A branch plant is situated in Glasgow and showrooms are maintained in London, Manchester, Glasgow, Edinburgh, Aberdeen and Dundee. The concern employs about 900.

Write: Greaves & Thomas Ltd., Edinburgh Way, Harlow, Essex. England. WTD.

• A manufacturer of precipitation equipment, inert gas generators, submerged combustion equipment and storage tanks seeks a license to make products of mild, alloy or stainless steel allied to the oil, chemical and petrochemical industries.

According to the firm, its manufacturing facilities cover 18 acres. It already represents several U.S. concerns, and is a member of a British holding company. Total employment is around 600.

Write: C & W Walker Ltd., Donning-

Investment assistance

Firms responding to investment opportunities may wish to inform the Bureau of International Commerce of their action, for follow-up assistance where appropriate. This will insure receipt of additional information as it becomes available.

A (*) following the name of the foreign firm indicates that additional information is available by writing the Department of Commerce (BIC-876), Washington, D.C. 20230.

WTD indicates that a World Trade Directory report containing financial and business background information is available for $2 from the Department of Commerce (BIC-924), Washington, D.C. 20230.

Special assistance is available to firms interested in joint ventures or licensing agreements abroad. Call Area Code 202-967-3786 or write Department of Commerce (BIC-878), Washington, D.C. 20230.

ton, Wellington, Shropshire. WTD.

• Specializing in production of power tools, including power rammers and concrete vibrators, a firm seeks a license to manufacture and distribute small products for the construction industry in the United Kingdom.

The company employs about 50 people and markets its products through its own sales force and distributors. It already represents two U.S. firms as an agent.

Write: Warsop Power Tools Ltd., Salfords, Redhill, Surrey. WTD.

• A British manufacturer of anti corrosive, silicone release, vinyl coated and waxed papers would like to discuss some form of licensing arrangement with a U.S. firm under which it would manufacture in Britain a line of specialized coated papers. The company was reportedly established in 1942 and has 100 employees.

Write: Leonard Stace Ltd., Gloucester Road, Cheltenham, Gloucestershire. WTD.

• Established in 1932, a manufacturer of gasoline pumps, oil dispensers and industrial equipment for use by the automobile and aviation industry seeks a license and/or agency agreement to make equipment applicable to the outside operations of gasoline stations.

The firm employs around 700 and has a sales force calling on service stations throughout England.

Write: Avery-Hardoll Ltd., Oakcroft Rd., Chessington, Surrey. WTD.

• A firm of mechanical and structural engineers would like to negotiate licensing arrangements with U.S. firms for manufacture in the United Kingdom of such products as mechanical handling equipment, heat exchangers, hoppers, gantries, crane cabins and structural steel work. The firm was established in 1958 and employs 70.

Write: Fielding and Bacon Ltd., Parkside Engineering Works, Thames Road, Crayford, Kent. WTD.

Netherlands producer wants household utensil licenses

A manufacturer of pewter ware, brass, chrome plated and stainless steel household utensils, gift articles, and sheet metal parts for the petrochemical industry seeks a license or similar arrangement.

The Dutch company is not only interested in making articles that it could sell to its present outlets, including retail stores handling household and gift articles, but would also consider producing such industrial products as metal stampings and lathe spun products. The firm is a subcontractor for mass produced metal stampings for industry.

Write: N. V. Netawa, 5 Spoorstraat, Tiel, the Netherlands. WTD.

Taiwan handbook aid to investors

Brochure offers data compiled by Investment Center, Taipei

A 46-page illustrated brochure, "Handbook for Investors in Taiwan," contains a wealth of information designed to assist prospective investors.

Compiled by the Industrial Development and Investment Center at Taipei, the booklet includes sections on Taiwan's economic background, transportation, communication and power facilities, availability of industrial plant sites, the labor supply, the country's banking structure and taxation policies, and data on the education, medical and cultural facilities accessible to foreigners living on Taiwan.

Other sections cover Taiwan's promotional and investment services, opportunities, incentives, and procedures to be followed by U.S. investors.

Investment proposals and related documents, the handbook points out, should be submitted to the Industry Department of the Ministry of Economic Affairs for approval. The Industrial Development and Investment Center offers assistance to prospective investors in preparing the required forms.

Screening of the application and a decision on the proposal is limited by law to four months, but this time period is usually of a much shorter duration, according to the booklet. After approval of the proposal, the investor receives a permit and then has six months to initiate the project. This time limit can be extended by application to the Ministry of Economic Affairs.

For a copy of the handbook—and "Illustrative Investment Opportunities in Taiwan: the Republic of China," reviewed in the Dec. 18 issue of INTERNATIONAL COMMERCE—**write:** Chinese Investment and Trade Office, Suite 1909, 515 Madison Ave., New York, N.Y. 10022.

German company seeks licenses to make cosmetics

Licenses or similar agreements to manufacture newly developed products in the cosmetics and pharmaceutical fields is sought by a producer of fine chemicals, pharmaceuticals and cosmetics.

The German firm's range of products include insulin, liniment, non-alkaline tooth paste, skin cleanser and standardized bee venom. The company reportedly owns one of the largest apiaries in Europe.

Founded in 1849, the company employs about 350, plus 50 traveling salesmen. It already produces pharmaceutical preparations under licensing agreements with two U.S. firms.

Write: Heinrich Mack Nachf., Illertissen, 7918, Munich, Germany. WTD.

Dutch firm wants to make resins, rubber compounds

A manufacturer of rubber mixtures and compounds seeks a license to make additional products in this field.

The Dutch concern is interested in production and distribution of resin soap, softeners, plasticizers, wood pulp cellulose, and silicone release agents, defoamers, and rubber coating paste. It also wants to make compounding materials for rubber and synthetic mixtures, elastomers, and anti-foaming agents.

The firm, Euro-O-Compound N.V., is a subsidiary of a producer of foam rubber.

Write the parent company: N. V. Rubatex, 22 Gravenlandsweg, Weesp, the Netherlands.

WTD's are available for both firms.

Australian firm in market to produce aluminum boats

A Brisbane engineering company is interested in negotiating a licensing arrangement with an experienced U.S. manufacturer to make aluminum boats.

The firm is specifically interested in welded aluminum pleasure craft more than 20 feet long and in commercial craft up to 65 feet. Present operations of the Brisbane firm include the manufacture of aluminum transportation equipment.

Write: F. Rogers & Sons Pty. Ltd., P.O. Box 9, Albion, Brisbane, Queensland, Australia. WTD.

Austrian producer of ski bindings, other metal products seeks license

Would like agency agreement to market U.S.-made sporting goods and to distribute other U.S. products in Austria and Germany

Located near Vienna, a well known manufacturer of ski bindings, shoe trees, safety belts, buckles and numerous other metal products seeks a license, distributorship, or similar arrangement with a U.S. firm.

The Austrian concern is particularly interested in an agency agreement to market U.S.-made sporting goods in Austria, and Germany through its Munich affiliate. It is also interested in distribution of U.S. products, which could be marketed in conjunction with its car safety belts.

In addition, it would consider the manufacture of other products utilizing its production and sales capacities. It believes an agreement involving the finishing and assembling of U.S. articles could prove to be mutually favorable. Tariff advantages could possibly result, particularly if the U.S. components were shipped to Austria for assembly, and sale domestically and in other EFTA countries.

The 120-year-old company is reported to be the world's largest manufacturer of ski bindings, with an annual production of about 1⅓ million bindings, most of which are exported on a worldwide scale.

The firm's operations are housed in a former summer castle, built in 1738. The castle has been completely renovated and substantial production space and equipment have been added. Also there is plenty of room for expansion and the company would increase existing capacity, if it becomes necessary.

Facilities available

Production facilities include modern, semi-automatic galvanization machinery and complete riveting operations, where semi-tublar rivets are used to join steel parts so that the parts may be either rigid or rotate around the rivet. The tool shop contains tools, dies and forms for thermoplastic extrusion, plus jigs and mounting devices of the Austrian concern's own design.

The company maintains sales subsidiaries in London and Munich as well as agents in many other countries. In turn, it represents British and German producers of spring hooks and rivets in Austria. Annual sales, reported to be about $5 million, are steadily increasing. The firm employs about 345.

Write: Peter Smolka, Wiener Metallwarenfabrik, Smolka & Co., Sendnergasse, 65, Schwechat, near Vienna, Austria. WTD.

Taiwan firm wants license to make U.S. refrigerators

Would like agreement to cover know-how, technician's services

An experienced Taiwan manufacturer and exporter of air compressors is interested in expanding his operations through licensing arrangements with U.S. firms. He would like to manufacture in Taiwan refrigerators, air conditioners and air compressors under U.S. licenses.

The firm seeks a form of arrangement under which U.S. collaborating firms would furnish, in addition to licenses, technical know-how patents or trademarks and the services of U.S. technicians in the early stages of manufacture. The firm seeks no capital participation in its planned expansion and diversification. It offers in return royalty and/or fixed fee payment in a form subject to mutual agreement of the parties.

Established in 1953, the firm has 150 employees and is the largest manufacturer of air compressors in Taiwan. Its Taipei plant occupies 36,000 square feet of a 220,000 square-feet site, affording sufficient space for expansion. According to the firm, its air compressor sales in 1966 totaled $375,000 and it expects its 1967 figures to double this amount.

The Taipei firm got into the business in 1953 by repairing air compressors. Several years later it began to manufacture its own ¼ hp. compressor. In 1966 it had expanded to the point where it moved to its present plant and now produces a line of air compressors ranging from ¼ to 600 hp. A number of water and air cooled models in single to six cylinder models are manufactured with speeds ranging from 350 to 800 r.p.m. Research and development reportedly are advanced enough on high speed compressors of from 800 to 1,200 r.p.m. to permit commercial production in the near future.

Write: Fu Sheng Industrial Co., Ltd., 202 Nanking West Road, Taipei, Taiwan.

Panama firm wants to make carbon black and bead wire

A license or joint venture to manufacture carbon black and bead wire, which would be sold to two Panamanian automobile tire manufacturers, is sought by an enterprise engaged in the operation of a travel agency and as a sales agent for several U.S. firms.

The Panamanian concern claims the tire manufacturers will have an annual production of 300,000 tires. It has little knowledge of the equipment and raw materials necessary for production of carbon black and bead wire and would need technical assistance from a U.S participant.

Founded in 1885, the firm is reported to be one of the oldest commercial enterprises in Panama.

Write: Fidanque Hermanos e Hijos, S.A., P.O. Box 721, Panama, R.P. WTD.

Scottish structural steel company wants licenses

A Glasgow light engineering and structural steel firm seeks licenses to manufacture U.S. products in its field.

According to the firm, it is a rapidly expanding concern and operates a new 54,000-square-foot plant employing more than 60 platers, welders, blacksmiths and machinists. Surplus capacity is, however, available and the firm would like to manufacture U.S. products which might be marketed in the United Kingdom and Western Europe.

The firm's Chairman, D. A. Monteith, has scheduled a 30-day visit to the United States beginning in San Francisco Jan. 2, 1968. His plans call for a trip from the West to the East coasts, talking with possible licensors en route. As his itinerary is unknown, firms interested in licensing their products for manufacture in Scotland and discussing arrangements with Mr. Monteith while he is in the United States should act promptly. **Cable** or **air mail:** Walter Kirkland (Steel) Ltd., 205 Bath St., Glasgow, C2, Scotland.

Construction bids open on Cabora-Bassa Dam project in Mozambique

The Portuguese Ministry of Overseas, through the Superior Council for Overseas Development, has made available to selected international consortia the specifications for bidding on the construction, equipment, and financing of the first phase of the Cabora-Bassa Dam Project in Mozambique.

Listed below are the leading companies which, in the consortia, have agreed to carry on negotiations with the Zambeze Work Group as well as the Portuguese firms which represent them:

Consortium headed principally by the Italian firm C.I.E.—Gruppo Industrie Elettro Meccaniche per Impianti All' Estero Via Guerrazzi 1, Milan, and by the group of firms Creusot-Jeumont-Schneider. This group of companies is represented in Lisbon by CIDEX —Comercio Internacional e Representacoes Industriais, Lda., Av. Casal Ribeiro 46-2°, Lisbon-1.

Consortium headed chiefly by Siemens, Compagnie Generale d'Electricite and Anglo-American Corporation. These companies are represented by Siemens-Companhia de Electricidade, SARL, Av. Almirante Reis 65, Lisbon. AGMEL—Agencia Geral de Material Electrico, Lda., Av. Elias Garcia 123-5°, Lisbon.

Consortium headed chiefly by Compadec and Morrison-Knudsen Co. These firms are represented in Lisbon by Morrison-Knudsen of Portugal, Av. Brasilia or Apartado 3003, Lisbon.

Consortium headed chiefly by Associated Electrical Industries International and The English Electric Company Ltd. These firms are represented in Lisbon by Pinto Basto & Cia, Lda., Av. 24 de Julho 1-1° English Electrica de Portugal Lda., Largo do Andaluz 15-3° Dto. Porta 2.

Saudi Arabia to construct satellite ground station

The Cable and Wireless Co. Ltd. will construct a satellite ground station at Ras Abu Jargur in Bahrain to receive telephone, telegraphic and telex messages via an orbiting satellite. A tropospheric scatter system with an initial capacity of 17 channels is also being built. The two installations will be linked by a line-of-sight microwave system.

The total cost of these projects is estimated at $8.4 million, of which $3.0 million will go for the tropospheric scatter system and the balance for the ground station and microwave link.

Australia to purchase cranes

The Comptroller of Stores, Snowy Mountains Hydro-Electric Authority (SMA), P.O. Box 332, Cooma North, N.S.W. 2629, has issued Tender No. M. 159 for the design, manufacture, delivery, supervision of erection, testing and commissioning of two overhead traveling cranes. Each crane is to have a 125 ton main hook, with two 20 ton and two ton auxiliary hooks and accessories for the Tumut Three hydro-electric power station. The bid deadline is March 29.

A copy of the specifications is available on a short term loan basis to firms domiciled in the U.S. from the GIEC Division, BDSA-588, Department of Commerce, Washington, D.C. 20230 (Telephone: 202-967-5589).

Choice of language

Some people—about seven-eighths of them—just do not understand English.

So when you answer an advertiser in these pages who requests replies in his own language oblige him *and* yourself.

Ask the Department of Commerce Field Office for advice.

Uganda to purchase materials for school expansion program

The Government of Uganda has undertaken a $14.5 million secondary school expansion program with the assistance of a $10 million loan from the International Development Assn.

Product specifications and tender documents are still under preparation, but the Ministry of Education has indicated that it will be soon requesting international bids for the supply of the following materials: aluminum roofing sheets; metal door and window frames and glazing materials; plumbing materials, galvanized iron pipes, sanitary ware; electrical equipment and insulation materials; roof structural steel (hollow sections); ceramic and PVC tiles; hardware and ironmongery.

Suppliers may wish to indicate their interest by writing to the Permanent Secretary, Ministry of Education, P.O. Box 263, Kampala.

Spain issues tender for cranes and conveyors for Barcelona port

The Direccion General de Puertos y Senales Maritimas, Ministerio de Obras Publicas, Madrid, has issued a tender for the construction and installation of four cranes, with a system of conveyor belts. This equipment is intended for the Port of Barcelona. A deposit of $13,715 is required. The bid deadline is Jan. 28.

A copy of the announcement (in Spanish) is available on a short term loan basis to firms domiciled in the U.S. from the GIEC Division, BDSA-588, U.S. Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-5589. However, terms, conditions, specifications and requirements are available only at the issuing offices of the Barcelona Port Authority, Barcelona.

Kuwait announces bids for civil works project

The Central Tenders Committee of Kuwait invites construction firms to qualify for the construction of six 6,000 cubic meter volume pump stations; two 2,500 cubic meter volume water treatment plants; re-construction of two existing pump stations; and construction of a control center. These installations are for the water distribution project.

Tender documents are to become available about May 1, and tender period is expected to close around Sept. 1. Prequalification bid deadline is Feb. 3.

Firms wishing to participate must have either a Kuwaiti partner or a Kuwaiti agent appointed by a letter of agreement/appointment which should be attested by a consular or other competent authority. Such a Kuwaiti partner/agent must also be registered in the Kuwait Chamber of Commerce. A copy of such letter of appointment or agreement should later be attached to and submitted with the tender. Names of potential partners/agents are available from the Kuwait Chamber of Commerce, Kuwait, Arabian Gulf, or from the trade list "Business Firms—Kuwait", obtainable for $1.00 from the Commercial Intelligence Division, BIC-924, U.S. Department of Commerce, Washington, D.C. 20230. This trade list is also available at most Department of Commerce field offices.

Special application forms are available from the Central Tenders Committee, Council of Ministers, Kuwait, for a non-returnable fee of KD1 ($2.80) for three copies.

Copies of the announcement are available from the Building Materials and Construction Industries Division, BDSA-564, Rm. 4014, U.S. Department of Commerce, Washington, D.C. 20230. (Telephone: 202-967-3602).

Trinidad and Tobago to expand national water supply systems

The Inter-American Development Bank has approved a loan of $300,000 to the Government of Trinidad and Tobago to help finance a general study to improve and expand the nation's water supply systems over the next 25 years.

The total cost of the study is estimated at $500,000, and will be conducted by consultants who are to be hired by the nation's Water and Sewage Authority.

Hydro, thermal electric power equipment required by Tasmania

The Tasmanian Hydro Electric Commission has a continuing requirement for hydro and thermal electric power equipment. U.S. manufacturers and their Australian agents are invited to have their names listed with The Hydro Electric Commission since bids and specifications are available only to those firms previously listed with the commission. Interested parties are requested to write: The Hydro Electric Commission, Box No. 355D, G.P.O., Hobart, Tasmania 7001.

World Trade Opportunities

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-624, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-924, U.S. Department of Commerce, Rm. 6059. Telephone: 202-967-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Sales Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless a desire for an agency agreement is expressed.

208 Beverage industries

UGANDA—Wines, brandy, brandy spirits; distilled, rectified, blended liquors. Direct purchase and agency. W. R. Khosla & Sons Ltd. (importer, retailer, agent), P.O. Box 45, Tororo. WTD 12/67.

228 Yarn, thread mill products

BELGIUM—Cotton, synthetic yarns for woven fabrics. Oudenaardse Textielfabrieken (manufacturer, exporter), 39 Dijkstraat, Oudenaarde. WTD 11/67.

Remainder of carpet cones of textured nylon yarns. Dejaeghere J.A. (processor, distributor, exporter, importer), 2B Desselgemstraat, St. Eloois Vyve. WTD 11/67.

● **CEYLON**—Viscose rayon yarn of various colors on cones, 115,000 lbs. Bid deadline 10 a.m., Jan. 9. Chairman, Tender Board, Dept. of Gov't Stores, P.O. Box 418, Colombo. (Telephone 202-967-5238).

231 Men's and boys' outerwear

UGANDA—Men's, youths', boys' suits, coats, formal jackets, vests. Exclusive agency and direct purchase. W. E. Green Ltd. (importer, retailer, outfitter), P.O. Box 898, Kampala. WTD 12/67.

Men's, youths', boys' flannel shirts, nightshirts, pajamas, sports shirts, T-shirts, polo shirts, shorts, separate slacks, separate trousers. Exclusive agency and direct purchase. W. E. Green Ltd. (importer, outfitter, retailer), P.O. Box 898, Kampala. WTD 12/67.

243 Millwork

NETHERLANDS—Panels for prefabricated wooden buildings. Holbouw N.V. (importer, sales agent), 50a Europalaan, Utrecht. WTD 12/67.

SWITZERLAND—Prefabricated homes, construction materials. Agency and direct purchase. Delta, Techniques Nouvelles du Batiment SA (distributor), Grand Pont 2bis, 1003 Lausanne. WTD in preparation.

254 Partitions, shelving, lockers, office, store fixtures

NETHERLANDS—Prefabricated wood partitions. Holbouw N.V. (importer, sales agent), 50a Europalaan, Utrecht. WTD 12/67.

261 Pulp mill, products

INDIA—Approx. 20,000 mt of chemical and mechanical wood pulp per annum on long term contract. National Newsprint and Paper Mills Ltd. (newspaper manufacturer), Nepanagar, Madhya Pradesh. WTD 12/67.

263 Paperboard mills, products

BELGIUM—Kraftliner, semi-chemical fluting medium. Bowater Philips n.v. (manufacturer, exporter), New Orleansstraat, Ghent. WTD 11/67.

264 Converted paper, paperboard products

● **IRAN**—174,500 bobbins of cigarette paper composed of 140,500 bobbins of 100% chiffon and 34,000 bobbins of 25% chiffon. Bobbins range in widths 22 mm-25 mm and 28 mm x 4000 meters long. Tender No. 82618. Bid deadline Feb. 17. Detailed specifications and conditions of tender are available from the Forest Products Division, BDSA, Rm. 4003, U.S. Department of Commerce, Washington, D.C. 20230. (Telephone: 202-967-3003).

281 Industrial chemicals

SWITZERLAND—Special solvents, non migrating plasticizers for PVC. Direct purchase and agency. Dolder & Co. (importer, manufacturers' agent, manufacturer, exporter), P.O. Box 140, Immengasse 9, 4000 Basel. WTD 11/67.

282 Synthetic materials

NETHERLANDS—Specialties, new developments in the field of packaging materials. Schuiling Verpakking N.V. (importer, exporter), 234-236 Wethouder Nijhuisstraat, Enschede. WTD 12/67.

SWITZERLAND—Alkyd resins, polyacrylic dispersions for adhesives, polyamides for adhesives, polyols for polyurethane foams, synthetic elastomers. Direct purchase and agency. Dolder & Co. (importer, manufacturers' agent, manufacturer, exporter), P.O. Box 140, Immengasse 9, 4000 Basel. WTD 11/67.

287 Agricultural chemicals

SWITZERLAND—Agricultural pesticides, other agricultural chemicals, new developments, improvements. Direct purchase and agency. Dolder & Co. (importer, manufacturers' agent, manufacturer, exporter), P.O. Box 140, Immengasse 9, 4000 Basel. WTD 11/67.

289 Chemical products

SWITZERLAND—Flame retardants. Direct

purchase and agency. Dolder & Co. (importer, manufacturers' agent, manufacturer, exporter), P.O. Box 140, Immengasse 9, 4000 Basel. WTD 11/67.

Printing inks, printing lacquers, related products. Agency and direct purchase. Colors Control Co. AG (importer, distributor), Bantigerstrasse 28, 3052 Zollikofen. WTD in preparation.

307 Plastic products

NETHERLANDS—Plastic materials for utility, housing construction. Holbouw N.V. (importer, sales agent), 50a Europalaan, Utrecht. WTD 12/67.

322 Glass, glassware

UGANDA—Novelty glassware. Direct purchase and agency. W. R. Khosla & Sons Ltd. (wholesaler, retailer, agent), P.O. Box 45, Tororo. WTD 12/67.

323 Glass products

UGANDA—Novelties such as fruit, foliage, flowers, animals made from purchased glass. Direct purchase and agency. W. R. Khosla & Sons Ltd. (wholesaler, retailer, agent), P.O. Box 45, Tororo. WTD 12/67.

325 Structural clay products

NETHERLANDS—All types of tiles for housing, utility construction. Holbouw N.V. (importer, sales agent), 50a Europalaan, Utrecht. WTD 12/67.

326 Pottery, related products

UGANDA—Vitreous china table, kitchen articles. Direct purchase and agency. W. R. Khosla & Sons Ltd. (wholesaler, retailer, agent), P.O. Box 45, Tororo. WTD 12/67.

331 Steel mill products

● **BURMA**—Misc. Steel Items and Ferro Alloys: Galv. sheets, wire, wire mesh, alloy bars 2″ and 4″ dia.; steel for die blocks; tin plate. Small quantities. Tender No. MEIC/B.Rlys./13(T)132(M)67-68, bid deadline Feb. 12.

Bars: 3 tons 1″ x ¼″ to 2″ x ¼″; 7 tons 1⅜″ to 2⅞″ dia. Reinforcing bars: 46 tons ⅜″ to 1⅛″ dia., includes 39 tons ½″ dia. Tender No. MEIC/B.Rlys/15(T)449(E&M) 67-68, bid deadline Mar. 4.

Wire rope, strand and chain: 3600 ft. wire rope, size range 1⅝″ to 2⅞″ circum., 12½ tons strand 0.6″ dia. and 11 tons chain, ⅜″ and 9/16″ dia. Tender No. MEIC/B.Rlys/15(T)450(E&M) 67-68, bid deadline Mar. 7. The Chairman, Union of Burma Railway Bd., Bogyoke Aungsan St., Rangoon.★ (Telephone: 202-967-2363).

● **CEYLON**—Bars and strip for manufacture of rim door locks, screw nuts and pins for hinges, etc., 24 items. Tender for Steel, bid deadline Jan. 21. Chairman, Tender Board, Ceylon State Hardware Corp., P.O. Box 670, 242 Havelock Rd., Colombo 5. A copy of tender documents may be examined in Rm. 4224, Iron & Steel Div., U.S. Department of Commerce, Washington, D.C.

● **IRAN**—Joint Bars: 2,000 required. Tender No. 1129/46, bid deadline Jan. 20. Iranian State Railways, Maydane Rah-Ahan, Tehran. Tender documents and drawing may be examined in Rm. 4224, Iron and Steel Division, BDSA, U.S. Department of Commerce, Washington, D.C.

● **SUDAN**—Hard Foundry Coke. 600 metric tons, analysis: ash 9%, volatile 1%, fixed carbon 90%, sulphur 0.85%, ash fusion (in reducing atmosphere) 1460°C, calorific value 12740 B.T.U.S. moisture 2%, Hatter Test, not less than 92″ over 1½″, screened over 3½″ mesh. Tender No. 3852, bid deadline Jan. 8. Tenders must be submitted in triplicate, accompanied by not less than 2% deposit to the Office of Controller of Stores, Sudan Railways, Atbara.★ (Telephone: 202-967-4686).

339 Misc. primary metal products

● **BURMA**—Anchors, rail, for 75 lb. rail: 63,000 required. Tender No. MEIC/B.Rlys./12(T)128(E)67-68, bid deadline Mar. 21. The Chairman, Union of Burma Railway Bd., Bogyoke Aungsan St., Rangoon.★ (Telephone: 202-967-2363).

342 Cutlery, hand tools, general hardware

UGANDA—Cutlery & hardware. Direct purchase and agency. W. R. Khosla & Sons Ltd. (wholesaler, retailer, agent), P.O. Box 45, Tororo. WTD 12/67.

344 Fabricated structural metal products

NETHERLANDS—Panels for prefabricated metal buildings. Holbouw N.V. (importer, sales agent), 50a Europalaan, Utrecht. WTD 12/67.

SWITZERLAND—Architectural prefabricated metal parts. Agency and direct purchase. Delta, Techniques Nouvelles du Batiment SA (distributor), Grand Pont 2bis, 1003 Lausanne. WTD in preparation.

349 Fabricated metal products

FRANCE—Control valves for hydraulic equipment. Direct purchase and agency. Etablissements Nauder (importer, distributor), 23, Rue Boissiere, Paris, 16eme. WTD in preparation.

351 Engines, turbines

FRANCE—Hydraulic turbines, parts. Direct purchase and agency. Etablissements Nauder (importer, distributor), 23, Rue Boissiere, Paris, 16eme. WTD in preparation.

354 Metalworking machinery

● **INDIA**—Plant and equipment for four top fired soaking pits. Tender No. DSP/PUR/EXPN/1(35) (I.S.M. Ref. No. D/ENQ/2471), bid deadline Mar. 11. Controller of Purchase and Stores, Durgapur Steel Plant, Durgapur 3. Complete tenders are available (up to Feb. 17) from the India Supply Mission, 2536 Mass. Ave., N.W., Washington, D.C. 20008, for $33 per tender.

● **MALAYSIA**—Workshop machine tools including: 18″ center sliding surface and screw cutting lathe, 8″ center sliding and screw cutting lathe, 48″ Universal milling machine, 24″ Universal milling machine, 24″ shaping machine, 4′ 6″ radius radial drill, hacksawing machine, Bolt and pipe screwing machine, Universal tool grinding machine, heavy duty grinding machine, fine grinding machine, Universal woodworking machine, pillar type drilling machine, and bench drill. Tender No. 1428/18, bid deadline, Feb. 29. World Bank loan. National Electricity Board of the States of Malaya, P.O. Box 1003, Kuala Lumpur.

Tender documents can be obtained between Jan. 1 and 22 from Preece, Cardew and Rider, 8, 10 and 12 Queen Anne's Gate, Westminster, London, S.W. 1, on receipt of a check for £10 ($24). A brief description of the requirements of the tender is available.★ (Telephone: 202-967-2723).

SWITZERLAND—Specialty machine tools incorporating new technological developments. Direct purchase and agency. Im Hof & Cie (importer, wholesaler), Schutzenmattstrasse 27, 4000 Basel. WTD 7/67.

355 Special industry machinery

BELGIUM—Corrugating machines. Bowater Philips N.V. (manufacturer, exporter), New Orleansstraat, Ghent. WTD 11/67.

● **BURMA**—Design and supply low pressure delayed coking plant to obtain maximum middle distillates from topped crude. Bid deadline Apr. 30. People's Oil Industry, No. 604 Merchant St., Rangoon, Burma. Copies of the tender notice may be purchased for $10.50 each from the Embassy of the Union of Burma, 2300 S St., N.W., Washington, D.C. 20008.

THAILAND—Complete vegetable canning plant with capacity of up to 1,000,000 doz. cans annually. Second-hand plant and/or equipment to handle collapsed cans of particular interest. Eastern Marketing Ltd. Partnership (food importer, processor), 360-362 Soi Tatsnai, Silom, Bangkok. Mailing address: GPO Box 447. WTD in preparation.

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Area Code 505 Tel. 247-0311.

ANCHORAGE, ALASKA, 99501, 306 Loussac-Sogn Building. Area Code 907 Tel. 272-6331.

ATLANTA, GA., 30303, 4th Floor Home Savings Building, 75 Forsyth St. N.W. Area Code 404 Tel. 526-6000.

BALTIMORE, MD., 21202, 305 U.S. Customhouse, Gay and Lombard Sts. Area Code 301 Tel. 962-3560.

BIRMINGHAM, ALA., 35205, Suite 200-201, 908 South 20th St. Area Code 205 Tel. 325-3327.

BOSTON, MASS., 02203, Room 510, John Fitzgerald Kennedy Federal Bldg. Area Code 617 Tel. 223-2312.

BUFFALO, N.Y., 14203, 504 Federal Building, 117 Ellicott St. Area Code 716 Tel. 842-3208.

CHARLESTON, S.C., 29403, Federal Building—Suite 631, 334 Meeting St. Area Code 803 Tel. 577-4171.

CHARLESTON, W.VA., 25301, 3002 New Federal Office Building, 500 Quarrier St. Area Code 304 Tel. 343-6196.

CHEYENNE, WYO., 82001, 6022 Federal Building, 2120 Capitol Ave. Code 307 Tel. 634-5920.

CHICAGO, ILL., 60604, 1486 New Federal Building, 219 South Dearborn St. Area Code 312 Tel. 353-4400.

CINCINNATI, OHIO, 45202, 8028 Federal Office Building, 550 Main St. Area Code 513 Tel. 684-2944.

CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Building, East 6th St. and Superior Ave. Area Code 216 Tel. 522-4750.

DALLAS, TEX., 75202, Room 120, 1114 Commerce St. Area Code 214 Tel. 749-3287.

DENVER, COLO., 80202, 16419 Federal Building, 20th and Stout Sts. Area Code 303 Tel. 297-3246.

DES MOINES, IOWA, 50309, 609 Federal Bldg., 210 Walnut St. Area Code 515 Tel. 284-4222.

DETROIT, MICH., 48226, 445 Federal Building. Area Code 313 Tel. 226-6088.

GREENSBORO, N.C., 27402, 258 Federal Bldg., W. Market St. P.O. Box 1950. Area Code 919 Tel. 275-9111.

HARTFORD, CONN., 06103, 18 Asylum St. Area Code 203 Tel. 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Building, 1022 Bethel St. Tel. 588-977.

HOUSTON, TEX., 77002, 5102 Federal Building, 515 Rusk Ave. Area Code 713 Tel. 228-0611.

JACKSONVILLE, FLA., 32202, P.O. Box 35087, 400 West Bay St. Area Code 904 Tel. 791-2796.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Area Code 816 Tel. 374-3141.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Building, 1031 South Broadway. Area Code 213 Tel. 688-2833.

MEMPHIS, TENN., 38103, 345 Federal Office Building, 167 North Main St. Area Code 901 Tel. 534-3214.

MIAMI, FLA., 33130, Rm. 821, City National Bank Bldg., 25 W. Flagler St. Area Code 305 Tel. 350-5267.

MILWAUKEE, WIS., 53203, Straus Building, 238 West Wisconsin Ave. Area Code 414 Tel. 272-8600.

MINNEAPOLIS, MINN., 55401, 306 Federal Building, 110 South Fourth St. Area Code 612 Tel. 334-2131.

NEW ORLEANS, LA., 70130, 909 Federal Office Building, South, 610 South St. Area Code 504 Tel. 527-6546.

NEW YORK, N.Y., 10001, 61st Floor, Empire State Building, 350 Fifth Ave. Area Code 212 Tel. 563-3377.

PHILADELPHIA, PA., 19107, Jefferson Building, 1015 Chestnut St. Area Code 215 Tel. 597-2850.

PHOENIX, ARIZ., 85025, 5413 New Federal Building, 230 North First Ave. Area Code 602 Tel. 261-3285.

PITTSBURGH, PA., 15222, 2201 Federal Building, 1000 Liberty Ave. Area Code 412 Tel. 644-2850.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S.W. Morrison St. Area Code 503 Tel. 226-3361.

RENO, NEV., 89502, 2028 Federal Building, 300 South St. Area Code 702 Tel. 784-5203.

RICHMOND, VA., 23240, 2105 Federal Building, 400 North 8th St. Area Code 703 Tel. 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Building, 1520 Market St. Area Code 314 Tel. 622-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Building, 125 South State St. Area Code 801 Tel. 524-5116.

SAN FRANCISCO, CALIF., 94102, Federal Building, Box 36013, 450 Golden Gate Ave. Area Code 415 Tel. 556-5866.

SAN JUAN, P.R., 00902, Room 100, Post Office Bldg. Phone 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Building, 125-29 Bull St. Area Code 912 Tel. 232-4321.

SEATTLE, WASH., 98104, 809 Federal Office Building, 909 First Ave. Area Code 206 Tel. 583-5615.

356 General industrial machinery

FRANCE—Hydraulic fluid power pumps, motors. Direct purchase and agency. Etablissements Nauder (importer, distributor), 23, Rue Boissiere, Paris, 16eme. WTD in preparation.

361 Electric transmission, distribution equipment

● **BURMA**—Supply of nine D.C. ammeters of various range and with external shunts; two voltmeters, D.C. portable; one portable ohmmeter; four torque wrenches; two magnetic bases with dial indicators. Tender No. MEIC/BRLYS/14(T)1269/67-68, bid deadline Jan. 25. The Chairman, Union of Burma Railway Bd., Bogyoke Aungsan St., Rangoon.★ (Telephone: 202-967-2939).

364 Electric lighting, wiring equipment

● **BURMA**—Supply of 36,000-5 amp. and 500-15 amp. one way tumbler switches suitable for 250 volt, a.c. system. Also 8,000 bayonet cap lamp holders and 200 Edison lamp holders. Tender No. 030/T/EL/P.W.C./67-68, bid deadline Jan. 6. The Revolutionary Government of The Union of Burma, Public Works Corp., No. 60, Shwedagon Pagoda Rd., Rangoon.★ (Telephone: 202-967-4241).

367 Electronic components, accessories

GERMANY—Miniature electronic components, systems for use in aerospace applications, satellites, rockets. Direct purchase and sales agent for W. Germany exclusively. Poetschke & Co. KG. (distributor, importer, agent), 6000 Bergen-Enkheim, Postfach 225. WTD 3/67.

374 Railroad equipment

● **SENEGAL**—Supply of four rack engines. Bid deadline Feb. 15. Financing is by the International Development Association (IDA), a branch of IBRD. Correspondence must be in French and sent by registered mail to the Director of Regie des Chemins de Fer du Senegal, Office of the Regie des Chemins de Fer, Place de l'Independance, Dakar. For further particulars apply to Mr. Samba N'Diaye, First Counselor of the Embassy of Senegal in Washington, 2112 Wyoming Ave. N.W. (Telephone: 202-234-0540).

382 Instruments for measuring, controlling, indicating physical characteristics

● **ETHIOPIA**—25 evaporation hook gage, model 744 graduated in cm. and mm.; 25 still well, model 745 (height 22 cm.; 25 anemometer, model No. 349-K in km. with three conical cups; 50 maximum registering thermometer only, mounted on stainless steel back, mercurial range from 10°C to 55°C.; 50 minimum registering thermometer only, mounted on stainless steel back (alcohol-filled) range from 10°C to 55°C; 50 townsed support, model 486; 250 measuring sticks graduated in cm. and mm. (metric unit); rain gauge recorder model 775C; 35 rain gauge recorder clock, interchangeable time scale gears for 24 and 192 hrs. Price quotation c.i.f. Djibouti with insurance coverage up to Addis Ababa desired. Water Resources Dept. Attn: Mr. Makonnen Gabre Mariam, Procurement Officer, Ministry of Public Works, P.O. Box 1008, Addis Ababa.

● **INDIA**—Supply of research metallograph with standard accessories. Tender No. B-1405/AID, bid deadline Jan. 30. Requested by The Director, National Aeronautical Laboratory, Bangalore, India. Purchase will be made under AID loan No. 160 and is therefore restricted to material of U.S. origin only. Tender documents available on request from the India Supply Mission. 2536 Mass. Ave., N.W., Washington, D.C. 20008.

394 Toys, amusement, sporting goods

SWITZERLAND—Swimming pools, related equipment. Agency and direct purchase. Delta, Techniques Nouvelles du Batiment SA (distributor), Grand Pont 2bis, 1003 Lausanne. WTD in preparation.

UGANDA—Games, toys, dolls, children's vehicles. Direct purchase and agency. W. R. Khosla & Sons Ltd. (wholesaler, retailer, agent), P.O. Box 45, Tororo. WTD 12/67.

505 Farm products—raw materials

BELGIUM—Raw rabbit skins. Robert Jourde (manufacturer, exporter), 69 Molenstraat, Lokeren. WTD 11/67.

Sales Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

011 Field crops

VENEZUELA—Grains; beans, lentils. Agency for the Caracas metropolitan area. Requests replies in Spanish. Abraham M. Levy (sales agent), Edificio Taormina, Avenida Lima, Los Caobos, Caracas; or: Apartado N° 12576, Caracas. WTD 11/30/67.

355 Special industry machinery

VENEZUELA—Machinery to produce fish flour for human consumption. Agency for entire country. Common Market Buying Services (sales agent), Tenidero a Chimborazo N° 51, Caracas; or: Apartado N° 4857, Chacao, Caracas. WTD 12/6/67.

371 Motor vehicles, motor vehicle equipment

VENEZUELA—Exhaust gas cleaners to avoid air pollution from vehicles' exhaust gases. Agency for entire country. Common Market Buying Services (sales agent), Tenidero a Chimporazo N° 51, Caracas; or: Apartado N° 4857, Chacao, Caracas. WTD 12/6/67.

387 Watches, clocks, parts

GERMANY—Electronic watches; special technical clocks, timing devices. Helmut Sinn, Spezialuhren (manufacturer, wholesaler), 6000 Frankfurt/Main, Roedelheimer Parkweg 6-8. WTD 12/67.

New Trade Lists

The Bureau of International Commerce has published the following automated lists to provide complete coverage for the countries listed below. The lists may be ordered by firms domiciled in the United States, giving the titles listed below or by the five digit identification (ID) number from BIC-924, U.S. Department of Commerce, Washington, D.C. 20230, and from Department of Commerce Field Offices. The price is $1 per list for each country. The lists from the United Kingdom are dated October; Portugal, Spain and Thailand, November; Austria, Switzerland and Turkey, December.

Austria

Number	*Title*	*Number of Names in List*
01000	Farm and forestry products	80
10000	Mining companies and construction contractors	25
20100	Meat, poultry, and dairy products	35
20300	Canned and preserved fruits, vegetables, and sea foods	48
20400	Grain mill and bakery products; sugar, confectionery and related products	64
20800	Beverages; miscellaneous food preparations and kindred products	62
22100	Broad and narrow woven fabrics; knitted fabrics and knit wear	263
22600	Dyeing and finishing; carpets and rugs; yarns and thread; miscellaneous textile products	102
23100	Men's, youths' and boys' clothing and finishings	75
23300	Women's, misses', children's and infants' wear; hats, caps and millinery	140
23800	Fur goods; miscellaneous apparel and accessories; miscellaneous fabricated textile products	76
24000	Lumber and wood products (except furniture)	64
25000	Furniture and fixtures	54
26100	Pulp, paper and paperboard products	27
26400	Converted paper and paperboard products; paperboard containers and boxes	82
27000	Published and printed materials	57
28100	Chemicals, industrial inorganic and organic	117
28200	Plastics materials and synthetic resins, synthetic rubber, and other man-made fibers, except glass	72
28300	Drugs	55
28400	Soap, detergents and cleaning preparations; perfumes, cosmetics, and other toilet preparations	55
28500	Paints, varnishes and allied products; gum and wood chemicals	37
28700	Agricultural chemicals; miscellaneous chemical products; petroleum and petroleum products	96
30100	Rubber products	50
30790	Plastic products	71
31000	Leather and leather products	75
32100	Glass and glassware	46
32400	Cement, clay and pottery products;	

concrete, gypsum, plaster, and stone products; abrasive, asbestos, and miscellaneous non-metallic mineral, 73
33100—Primary metals and metal products—iron and steel, 54
33300—Primary metals and metal products-nonferrous; miscellaneous primary metal products, 32
34200—Cutlery, hand tools and general hardware, 61
34300—Heating apparatus (except electric) and plumbing fixtures, 38
34400—Fabricated structural metal products, 50
34500—Industrial fasteners; metal stampings; miscellaneous fabricated metal products, 76
35100—Machinery, non-electrical: engines and turbines, 31
35200—Machinery, non-electrical: farm machinery and equipment, 57
35300—Machinery, non-electrical: construction, mining and materials handling machinery, 98
35400—Machinery, non-electrical: metalworking machinery and equipment, 95
35500—Machinery, non-electrical: special industry machinery (except metalworking machinery), 93
35600—Machinery, non-electrical: general industrial machinery and equipment, 98
35700—Office, computing and accounting machines, 25
35800—Service industry machinery and miscellaneous non-electrical machinery, 96
36100—Electrical transmission and distribution equipment, 54
36200—Electrical industrial apparatus (motors, generators, welding equipment, industrial controls, carbon and graphite products, capacitors, rectifying apparatus, etc.), 52
36300—Household appliances, 101
36400—Electric lighting and wiring equipment, 25
36500—Electronic equipment for home entertainment; phonograph records and tapes, 46
36600—Communication equipment, 48
36700—Electronic components and accessories, 50
36900—Miscellaneous electrical machinery, equipment and supplies, 42
37000—Transportation equipment, 58
38100—Instruments—engineering, laboratory, scientific, 82
38300—Optical instruments and lenses; surgical, medical and dental instruments and supplies; ophthalmic goods, 58
38600—Photographic equipment and supplies, 59
38700—Watches and clocks; jewelry, silverware and plated ware; musical instruments and parts; toys, amusements, sporting and athletic goods, 61
39500—Pens, pencils, and other office and artists' materials; costume jewelry; novelties and notions; miscellaneous manufactured products, 81

Portugal

Number — *Title* — *Number of Names in List*

01000—Farm, forestry, and fishery products, 79
10000—Mining companies and construction contractors, 17
19000—Arms and ammunitions, 15
20100—Meat, poultry, and dairy products, 68
20300—Canned and preserved fruits, vegetables, and sea foods, 52
20400—Grain mill and bakery products, 59
20600—Sugar confectionery and related products; beverages, 71
20900—Miscellaneous food preparations and kindred products, 67
21000—Tobacco and tobacco products, 37
22100—Broad and narrow woven fabrics; knitted fabrics and knit wear, 96
22600—Dyeing and finishing; carpets and rugs; yarns and thread; miscellaneous textile products, 85
23100—Men's, youths' and boys' clothing and finishings, 37
23300—Women's, misses', children's and infants' wear; hats, caps and millinery, 41
23800—Miscellaneous apparel and accessories; miscellaneous fabricated textile products, 57
24000—Lumber and wood products (except furniture), 62
25000—Furniture and fixtures, 28
26100—Pulp, paper and paperboard products, 17
26400—Converted paper and paperboard products; paperboard containers and boxes, 34
27000—Published and printed materials, 48
28100—Chemicals, industrial inorganic and organic, 125
28200—Plastics materials and synthetic resins, synthetic rubber, and other man-made fibers, except glass, 72
28300—Drugs, 81
28400—Soap, detergents, and cleaning preparations; perfumes, cosmetics, and other toilet preparations, 54
28500—Paints, varnishes and allied products; gum and wood chemicals, 44
28700—Agricultural chemicals; miscellaneous chemical products, 103
29000—Petroleum and petroleum products, 73
30100—Rubber products, 97
30790—Plastic products, 65
31000—Leather and leather products, 50
32100—Glass and glassware, 35
32400—Cement, clay and pottery products; concrete, gypsum, plaster and stone products; abrasive, asbestos, and miscellaneous non-metallic mineral products, 89
33100—Primary metals and metal products—iron and steel, 89
33300—Primary metals and metal products—nonferrous; miscellaneous primary metal products, 81
34200—Cutlery, hand tools and general hardware, 85
34300—Heating apparatus (except electric) and plumbing fixtures, 48
34400—Fabricated structural metal products, 34
34500—Industrial fasteners; metal stampings; miscellaneous fabricated metal products, 85
35100—Machinery, non-electrical: engines and turbines, 69
35200—Machinery, non-electrical: farm machinery and equipment, 47
35300—Machinery, non-electrical: construction, mining and materials handling machinery, 121
35400—Machinery, non-electrical: metalworking machinery and equipment, 125
35500—Machinery, non-electrical: special industry machinery (except metalworking machinery), 129
35600—Machinery, non-electrical: general industrial machinery and equipment, 140
35700—Office, computing and accounting machines, 33
35800—Service industry machinery and miscellaneous non-electrical machinery, 136
36100—Electrical transmission and distribution equipment, 92
36200—Electrical industrial apparatus (motors, generators, welding equipment, industrial controls, carbon and graphite products, capacitors, rectifying apparatus, etc.), 107
36300—Household appliances, 118
36400—Electric lighting and wiring equipment, 60
36500—Electronic equipment for home entertainment; phonograph records and tapes, 66
36600—Communication equipment, 73
36700—Electronic components and accessories, 49
36900—Miscellaneous electrical machinery, equipment and supplies, 76
37000—Transportation equipment, 121
38100—Instruments—engineering, laboratory, scientific and research, measuring and controlling, 85
38300—Optical instruments and lenses; surgical, medical and dental instruments and supplies; ophthalmic goods, 69
38600—Photographic equipment and supplies, 35
38700—Watches and clocks; jewelry, silverware and plated ware; musical instruments and parts; toys, amusements, sporting and athletic goods, 29
39500—Pens, pencils, and other office and artists' materials; costume jewelry; novelties and notions; miscellaneous manufactured products, 77

Spain

Number — *Title* — *Number of Names in List*

00000—General trading firms, 12
01000—Commercial farms; farm and forestry products; fisheries, 185
10000—Mining companies, 52
16000—Construction contractors, 49
19000—Arms and ammunition, 12
20100—Meat, poultry, and eggs, 122
20200—Dairy products; canned, preserved and frozen foods, 313
20400—Grain mill and bakery products, 166
20600—Sugar, confectionery and beverages, 191
20900—Oils (animal, fish and vegetable); coffee and specialty foods, 247
21000—Tobacco and tobacco products, 39
22100—Broad woven fabrics (cotton, synthetic and wool), 128
22400—Narrow woven fabrics; knitting mill products, 62
22600—Dyeing and finishing; carpets and rugs, 42
22800—Yarn and thread; miscellaneous textile products, 147
23100—Men's, youths' and boys' clothing and furnishings, 93
23300—Women's, misses', children's, and infants' apparel; hats, caps, and millinery, 85
23800—Fur goods; miscellaneous apparel

and accessories; miscellaneous fabricated textile products, 98
24000—Lumber and wood products, except furniture, 140
25000—Furniture and fixtures, 141
26100—Pulp, paper and paperboard products, 24
26300—Converted paper and paperboard products; paperboard containers and boxes, 119
27000—Published and printed materials, 95
28100—Chemicals, industrial inorganic and organic, 358
28200—Plastics materials and synthetic resins, synthetic rubber, and other man-made fibers, except glass, 135
28300—Drugs, 188
28400—Soap, detergents, and cleaning preparations; perfumes, cosmetics, and other toilet preparations, 154
28500—Paints, varnishes and allied products; gum and wood chemicals, 64
28700—Agricultural chemicals; miscellaneous chemical products, 178
29000—Petroleum and petroleum products, 75
30100—Rubber products, 78
30700—Plastic products, 95
31000—Leather and leather products, 93
32100—Glass and glassware, 48
32400—Cement, clay, and pottery products, 61
32700—Concrete, gypsum, plaster, and stone products; abrasive, asbestos, and miscellaneous non-metallic mineral products, 120
33100—Primary metals and metal products —iron and steel, 185
33300—Primary metals and metal products —nonferrous; miscellaneous primary metal products, 90
34200—Cutlery, hand tools, and general hardware, 107
34300—Heating apparatus (except electric) and plumbing fixtures, 54
34400—Fabricated structural metal products, 85
34500—Industrial fasteners: metal stampings; miscellaneous fabricated metal products, 179
35100—Machinery, non-electrical: engines and turbines, 89
35200—Machinery, non-electrical: farm machinery and equipment, 95
35300—Machinery, non-electrical: construction, mining and materials handling machinery, 201
35400—Machinery, non-electrical: metal working machinery and equipment, 323
35500—Machinery, non-electrical: special industry machinery, except metalworking machinery, 258
35600—Machinery, non-electrical: general industrial machinery and equipment, 208
35700—Office, computing and accounting machines, 42
35800—Service industry machinery and miscellaneous non-electrical machinery, 242
36100—Electrical transmission and distribution equipment, 122
36200—Electrical industrial apparatus (motors, generators, welding equipment, industrial controls, carbon and graphite products, capacitors, rectifying apparatus, etc.), 124
36300—Household appliances, 217
36400—Electric lighting and wiring equipment, 101
36500—Electronic equipment for home entertainment; phonograph records and tapes, 102
36600—Communication equipment, 77
36700—Electronic components and accessories, 134
36900—Miscellaneous electrical machinery, equipment and supplies, 85
37000—Transportation equipment, 236
38100—Instruments—engineering, laboratory, scientific and research, measuring and controlling, 76
38300—Optical instruments and lenses; surgical, medical and dental instruments and supplies; ophthalmic goods, 97
38600—Photographic equipment and supplies, 56
38700—Watches and clocks; jewelry, silverware and plated ware, 34
39300—Musical instruments and parts; toys, amusements, sporting and athletic goods, 68
39500—Pens, pencils, and other office and artists' materials; costume jewelry; novelties and notions; miscellaneous manufactured products, 104
50900—Scrap and waste materials, 27
73900—Business, management, administrative, and consulting services; equipment rental and leasing services; miscellaneous business services, 29

Switzerland

Number	*Title*	*Number of Names in List*
01000	Farm and forestry products	99
10000	Mining companies and construction contractors	32
19000	Arms and ammunition	21
20100	Meat and dairy products; canned, preserved and frozen foods	97
20400	Grain mill and bakery products; sugar, confectionery and beverages	132
20900	Oils (animal, fish and vegetable); coffee and specialty foods; tobacco and tobacco products	119
22100	Broad woven fabrics (cotton, synthetics and wool); narrow woven fabrics; knitted fabrics and knit wear	215
22600	Dyeing and finishing textiles; carpets and rugs; yarns and thread; miscellaneous textile products	112
23100	Apparel and other finished products made from fabrics	373
24000	Lumber and wood products, except furniture	78
25000	Furniture and fixtures	62
26000	Paper and allied products	125
27000	Published and printed materials	66
28100	Chemicals, industrial inorganic and organic	253
28200	Plastics materials and synthetic resins, synthetic rubber, and other man-made fibers, except glass; drugs	223
28400	Soap, detergents and cleaning preparations; perfumes, cosmetics, and other toilet preparations	93
28500	Paints, varnishes and allied products; gum and wood products; agricultural chemicals; miscellaneous chemical products	197
29000	Petroleum and petroleum products	43
30100	Rubber and plastic products	149
31000	Leather and leather products	87
32100	Glass and glassware; cement, clay and pottery products	93
32700	Concrete, gypsum, plaster, and stone products; abrasive, asbestos, and miscellaneous non-metallic mineral products	68
33100	Primary metals and metal products —iron and steel; nonferrous; miscellaneous primary metal products	138
34200	Cutlery, hand tools and general hardware	112
34300	Heating apparatus (except electric) and plumbing fixtures; fabricated structural metal products	87
34500	Industrial fasteners; metal stampings; miscellaneous fabricated metal products	84
35100	Machinery, non-electrical: engines and turbines; farm machinery and equipment; construction, mining and materials handling machinery	184
35400	Machinery, non-electrical: metal working machinery and equipment	231
35500	Machinery, non-electrical: special industry machinery (except metal working machinery)	181
35600	Machinery, non-electrical: general industrial machinery and equipment	170
35800	Office, computing and accounting machines; non-electrical service industry machinery and miscellaneous non-electrical machinery	159
36100	Electrical transmission and distribution equipment; electrical industrial apparatus	169
36300	Household appliances; electric lighting and wiring equipment	138
36500	Electronic equipment for home entertainment; communication equipment	114
36700	Electronic components and accessories; miscellaneous electrical machinery, equipment and supplies	172
37000	Transportation equipment	106
38000	Professional, scientific, and controlling instruments; photographic and optical goods; watches and clocks	343
39000	Jewelry, silverware and plated ware; musical instruments; toys, amusements, sporting and athletic goods; office and artists' materials, costume jewelry; miscellaneous manufactured products	136
67000	Holding and other investment companies	17
73900	Business, management, administrative and consulting services	21

Thailand

Number	*Title*	*Number of Names in List*
01000	Farm, forestry, and fishery products	99
10000	Mining companies and construction contractors	33
20100	Meat, poultry, and dairy products	63
20300	Canned and preserved fruits, vegetables, and sea foods	62
20400	Grain mill and bakery products	70
20600	Sugar, confectionery and related products	41
20800	Beverages	50
20900	Miscellaneous food preparations and kindred products	48

21000—Tobacco and tobacco products, 12
22100—Broad and narrow woven fabrics; knitted fabrics and knit wear, 79
22600—Dyeing and finishing; carpets and rugs; yarns and thread; miscellaneous textile products, 81
23100—Men's, youths', and boys' clothing and furnishings, 41
23300—Women's, misses', children's and infants' wear; hats, caps and millinery, 57
23800—Miscellaneous apparel and accessories; miscellaneous fabricated textile products, 49
24000—Lumber and wood products (except furniture), 136
25100—Furniture and fixtures, 47
26000—Pulp, paper and paperboard products, 25
26400—Converted paper and paperboard products; paperboard containers and boxes, 99
27000—Published and printed materials, 28
28100—Chemicals, industrial inorganic and organic, 137
28200—Plastics materials and synthetic resins, synthetic rubber, and other man-made fibers, except glass, 31
28300—Drugs, 88
28400—Soap, detergents, and cleaning preparations; perfumes, cosmetics, and other toilet preparations, 78
28500—Paints, varnishes and allied products; gum and wood chemicals, 54
28700—Agricultural chemicals; miscellaneous chemical products, 92
29000—Petroleum and petroleum products, 42
30100—Rubber products, 50
30790—Plastic products, 19
31000—Leather and leather products, 38
32100—Glass and glassware, 48
32400—Cement, clay and pottery products, 40
32700—Concrete, gypsum, plaster, and stone products; abrasive, asbestos, and miscellaneous non-metallic mineral products, 102
33100—Primary metals and metal products—iron and steel, 47
33300—Primary metals and metal products—nonferrous; miscellaneous primary metal products, 33
34200—Cutlery, hand tools and general hardware, 139
34300—Heating apparatus (except electric) and plumbing fixtures, 10
34400—Fabricated structural metal products, 66
34500—Industrial fasteners; metal stampings; miscellaneous fabricated metal products, 63
35100—Machinery, non-electrical: engines and turbines, 92
35200—Machinery, non-electrical: farm machinery and equipment, 59
35300—Machinery, non-electrical: construction, mining and materials handling machinery, 108
35400—Machinery, non-electrical: metal working machinery and equipment, 109
35500—Machinery, non-electrical: special industry machinery (except metalworking machinery), 84
35600—Machinery, non-electrical: general industrial machinery and equipment, 80
35700—Office, computing and accounting machines, 49
35800—Service industry machinery and miscellaneous non-electrical machinery, 80
36100—Electrical transmission and distribution equipment, 34
36200—Electrical industrial apparatus (motors, generators, welding equipment, industrial controls, carbon and graphite products, capacitors, rectifying apparatus, etc.), 63
36300—Household appliances, 122
36400—Electric lighting and wiring equipment, 55
36500—Electronic equipment for home entertainment: phonograph records and tapes, 75
36600—Communications equipment, 35
36700—Electronic components and accessories, 22
36900—Miscellaneous electrical machinery, equipment and supplies, 62
37000—Transportation equipment, 192
38100—Instruments—engineering, laboratory, scientific and research, measuring and controlling, 37
38300—Optical instruments and lenses; surgical, medical and dental instruments and supplies, 41
38600—Photographic equipment and supplies, 18
38700—Watches and clocks; jewelry, silverware and plated ware, 42
39300—Musical instruments and parts: toys, amusements, sporting and athletic goods, 31
39500—Pens, pencils, and other office and artists' materials; costume jewelry; novelties and notions; miscellaneous manufactured products, 68

Turkey

Number	*Title*	*Number of Names in List*
01000	Farm and forestry products; mining and contract construction companies	109
20000	Food and kindred products	48
22000	Textile mill products; apparel and other finished products made from fabrics	81
24000	Lumber and wood products; furniture and fixtures	38
26000	Paper and allied products; printing, publishing, and allied industries	45
28100	Chemicals—industrial inorganic and organic; plastics materials and synthetic resins; synthetic rubber; synthetics and other man-made fibers, except glass	151
28300	Drugs; soap, detergents, and cleaning preparations, perfumes, cosmetics, and other toilet preparations	70
28500	Paints, varnishes, lacquers, enamels and allied products; gum and wood chemicals; agricultural and miscellaneous chemical products	71
29000	Petroleum and petroleum products; rubber and miscellaneous plastics products	88
32000	Stone, clay, glass, and concrete products	52
33000	Primary metals and metal products	116
34200	Fabricated metal products—hand tools, general hardware, heating apparatus (except electric) and plumbing fixtures; structural metal products	114
34500	Industrial fasteners; metal stampings: miscellaneous fabricated metal products	56
35100	Machinery, non-electrical: engines and turbines; farm machinery and equipment	93
35300	Machinery, non-electrical: construction, mining and materials handling machinery and equipment	133
35400	Machinery, non-electrical: metalworking machinery and equipment	101
35500	Machinery, non-electrical: special industry machinery, except metalworking	86
35600	Machinery, non-electrical: general industrial machinery and equipment	80
35700	Office, computing machines, scales and balances (except laboratory)	25
35800	Service industry machines; miscellaneous machinery except electrical	45
36100	Electrical transmission and distribution equipment; electrical industrial apparatus	130
36300	Household appliances; electric lighting and wiring equipment	50
36600	Electronic equipment for home entainment; phonograph records and tapes; communication equipment; electronic components; miscellaneous electrical machinery, equipment and supplies	121
37000	Transportation equipment	181
38100	Professional, scientific, and controlling instruments	154
38600	Photographic equipment and supplies; watches and clocks; musical instruments; sporting and athletic goods; office and artists' materials; miscellaneous manufactured products	65
89100	Engineering and architectural services	10

United Kingdom

Number	*Title*	*Number of Names in List*
01000	Farm, forestry, and fishery products	294
10000	Mining companies	51
19000	Arms and ammunition	21
20100	Meat, poultry, and dairy products	135
20300	Canned, preserved, and frozen foods	168
20400	Grain mill and bakery products	94
20600	Sugar, confectionery, and beverages	176
20900	Miscellaneous food products	122
21000	Tobacco and tobacco products	49
22100	Broad woven fabrics (cotton synthetic and wool)	319
22400	Narrow woven fabrics and knitting mills' products	111
22600	Dyeing and finishing; carpets and rugs; yarn and thread; miscellaneous textile goods	174
23100	Men's, youths', and boys' clothing and furnishings	165
23300	Women's, misses', children's, and infants' wear; hats and millinery	264
23700	Fur goods; miscellaneous apparel and accessories; and miscellaneous fabricated textile products	204
24000	Lumber and wood products (except furniture)	286
25000	Furniture and fixtures	157
26100	Pulp, paper, and paperboard mill products	102

26400—Converted paper and paperboard products (except containers and boxes), 192
26500—Paperboard containers and boxes; building paper and boards, 87
27100—Newspapers, periodicals, books, and miscellaneous publishing, 213
27500—Commercial printing; business forms; greeting cards; bookbinding and miscellaneous printed matter, 118
28100—Industrial inorganic and organic chemicals, 316
28200—Plastics materials, synthetic resins, synthetic rubber; synthetic and other man-made fibers, except glass, 135
28300—Drugs, 228
28400—Soap, detergents, and cleaning preparations; perfumes, cosmetics, and other toilet preparations, 130
28500—Paints, varnishes, lacquers, enamels, and allied products; gum and wood products, 92
28700—Agricultural chemicals, 58
28900—Miscellaneous chemical products, 131
29000—Petroleum and petroleum products, 116
30100—Rubber products, 199
30700—Plastic products, 244
31000—Leather and leather products, 164
32100—Glass and glassware, 139
32400—Cement, clay, and pottery products, 111
32700—Concrete, gypsum, plaster, and stone products; abrasive, asbestos, and miscellaneous non-metallic mineral products, 165
33000—Primary metals and metal products, iron and steel, 278
33300—Primary metals and metal products, nonferrous; miscellaneous primary metal products, 189

Little things make the difference

"Quite often the difference in being successful and not being successful in a foreign market is that the successful firm is aware of and paying attention to the little things.

"These can be:

"Handling all overseas correspondence as quickly as possible;

"The ability to be understood in writing;

"Making certain that the sales literature and technical bulletins are in the language of the country;

"And tailoring the product to the customer's needs.

"To be successful in international trade takes more than a product and a desire to sell it. Often it is these little things that can make the big difference in overseas marketing."

—V. J. Borland, Export Manager, Quaker State Oil Refining Corp.

34100—Metal cans; cutlery, hand tools, and general hardware, 255
34300—Heating apparatus (except electric) and plumbing fixtures, 230
34400—Fabricated structural metal products, 173
34500—Industrial fasteners; metal stampings; coating and engraving, 126
34800—Miscellaneous fabricated metal products, 171
35100—Engines and turbines, 214
35200—Farm machinery and equipment, 125
35310—Construction machinery and equipment, 146
35320—Mining machinery and equipment, 90
35340—Materials handling machinery and equipment, 182
35410—Machine tools, dies, accessories, and measuring devices, 273
35480—Metal working machinery (except machine tools), 105
35510—Food products machinery, 69
35520—Textile industry machinery, 26
35530—Woodworking, paper, and printing industry, machinery and equipment, 110
35590—Special industry machinery and equipment, 128
35610—Pumps, air and gas compressors, and pumping equipment, 209
35620—Bearings; fans; mechanical power transmission equipment; industrial process furnaces; and other general industrial machinery and equipment, 262
35700—Office, computing, and accounting machines, 111
35800—Service industry machinery and miscellaneous non-electrical machinery, 226
36110—Electrical measuring instruments and testing equipment, 122
36120—Power distribution and specialty transformers; switchgear and switchboard apparatus, 211
36200—Electrical industrial apparatus, 233
36300—Household appliances, 181
36400—Electric lighting and wiring equipment, 151
36500—Radio and television sets, 111
36600—Communications equipment, 279
36700—Electronic components and accessories, 328
36900—Miscellaneous electrical machinery, equipment and supplies, 138
37100—Automotive vehicles and equipment, 143
37200—Aircraft, parts, and accessories, 125
37300—Miscellaneous transportation equipment, parts, and accessories, 89
38100—Engineering, laboratory, scientific, and research instruments, 196
38200—Instruments for measuring, controlling and indicating physical characteristics, 262
38300—Optical instruments and supplies; surgical, medical, and dental instruments and supplies; ophthalmic goods, 180
38600—Photographic equipment and supplies; watches and clocks; jewelry, silverware, and plated ware, 126
39300—Musical instruments; toys, amusements, sporting, and athletic goods, 136
39500—Pens, pencils, and other office and artists' materials; costume jewelry; novelties and notions; miscellaneous manufactured products, 207

New Books and Reports

***Ground Water and Wells: Reference Book for Industry.* Compiled and published by Edward E. Johnson, Inc. St. Paul, Minn. 440pp. $4.50**

This book is an expanded edition of a publication used internationally for many years. It is extensively illustrated with photographs, drawings, diagrams and engineering information of use to industrial plants, municipalities and others developing ground water sources or controlling ground water in construction work.

Chapters are included on ground water occurrence, exploration methods, well hydraulics, well design, ground water geology, drilling methods, well screen selection and installation, ground water conservation and testing, water well operation, and water purification. Actual situations and equipment are used to illustrate solutions of problems.

Write: UOP-Johnson Div., Edward E. Johnson, Inc., 315 N. Pierce St., St. Paul, Minn., 55104.

***The Future of Small Business.* By Edward D. Hollander and others. Published by Frederick A. Praeger. New York. 1967. 300pp. $15.**

This study finds small business to be a fundamental part of a dynamic modern economy with a rapidly expanding market and a rapidly advancing technology.

The book focuses on the anatomy of small business, its behavior and place in the U.S. economy, and on the forces at work which will determine its future.

Write: Frederick A. Praeger, Inc., Publishers, 111 Fourth Ave., New York, N.Y. 10003.

French catalogs offered

The French Chamber of Commerce and Industry issues monthly publications entitled *Bibliographie* and *Catalogue Permanent*, guides (in French) to studies, articles and books available in its library.

Persons wishing information about subscriptions should write: Chambre de Commerce et d'Industrie de Paris; 16, rue Chateaubriand; Paris (8e), France

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Calendar *for international traders*

BATON ROUGE, La.—Jan. 16—First seminar of five-week series on How to Sell Overseas, Jack Tar Capitol House, 7:30 p.m. Sponsors: Jr. Chamber of Commerce, La. Dept. of Education, REEC, Dept. of Commerce.

BOSTON—Jan. 11—Foreign Trade Problems Round Table, Anthony's Pier Four.

BOSTON—Jan. 17—Int'l Center of New England annual world business perspective, Sheraton-Plaza Hotel, 12 noon-3 p.m. Guests: Gov. John A. Volpe; W. M. Roth, Special Representative for Trade Negotiations; Charles F. Adams, Raytheon Co.; Paul A. Schmid, Schmid Bros.

CEDAR RAPIDS, Iowa—Jan. 9—Foreign Trade Bureau monthly meeting and dinner, Roosevelt Motor Hotel, 6 p.m. Guest speaker: James Martin, director of Trade Development, Port of New Orleans. Sponsor: Cedar Rapids Chamber of Commerce.

CHARLESTON, W. Va.—Jan. 10—Developing & Establishing Export Markets, Federal Bldg., 10 a.m. Sponsors: Commerce Field Office, REEC, Chamber of Commerce, Small Business Admin.

CHICAGO—Jan. 9—Automotive Exporters' Club of Chicago, Builders Bldg.

CHICAGO—Jan. 11—Int'l Trade Club of Chicago, LaSalle Hotel. Speaker: Ralph Kraut, chairman, Giddings & Lewis Machine Tool Co., Fond du Lac, Wis.

CHICAGO—Jan. 16—In-Office Meeting, Commerce Field Office.

CHICAGO—Jan. 17—Chicago Midwest Credit Management Assn., LaSalle Hotel.

COLONIE, N.Y.—Jan. 11—World Trade Council of Albany, Rensselaer, Saratoga and Schenectady counties luncheon meeting, Jamaica Inn, 12 noon.

DALLAS—Jan. 9—Meeting for Exporters luncheon, 12 noon, Baker Hotel. Speaker: **Richard Eisenmann, Trade Missions Div., Dept. of Commerce.** Sponsors: Dallas World Trade Council, REEC, Commerce Field Office.

GREENSBORO, N.C.—Jan. 17-18—Businessmen's Consultation, **W. Wyatt Martin, Ass't Commercial Attache, Stockholm**. Sponsor: Commerce Field Office.

HONOLULU—Jan. 17—Export-Import Workshop, Commerce Field Office, 10 a.m. Sponsors: Commerce Field Office, Small Business Admin.

Calendar deadline

Information for publication must be received three weeks before the date of the announced event. Include time, place, sponsoring organization and special topic, if applicable. Meetings must be open to the public in order to be publicized in this space. **Write:**

Managing Editor,
International Commerce
BIC-204
U.S. Department of Commerce
Washington, D.C. 20230.

KANSAS CITY—Jan. 9—Meeting for Exporters on U.S. Trade Centers, Prom Motor Hotel, 12 noon. Sponsors: Commerce Field Office, REEC, Int'l Trade Club.

KANSAS CITY—Jan. 11—In-Office Workshop for Exporters, Federal Office Bldg. Sponsors: Commerce Field Office, REEC.

MEMPHIS—Jan. 15—Export Workshop, Commerce Field Office, Speaker: **John D. Perkins, Commercial Officer, Milan/to Guatemala City.**

MEMPHIS—Jan. 16—World Trade Club, Sheraton Motor Inn.

MEMPHIS—Jan. 17—Mid-South Exporters' Roundtable, Forum on Japan, Hotel Sheraton-Peabody.

MIAMI—Jan. 17—Businessmen's Consultation, **Paul I. De Pedraza, Commercial Officer, Sao Paulo.** Sponsor: Commerce Field Office.

NEW YORK—Jan. 11—Overseas Automotive Club meeting, Summit Hotel, 12 noon.

OKLAHOMA CITY—Jan. 16—In-Office Workshop, Oklahoma City Chamber of Commerce. Sponsors: Oklahoma City Chamber of Commerce, REEC, Commerce Field Office.

PITTSBURGH—Jan. 18—In-Office Export Workshop, 2 p.m. Sponsors: Commerce Field Office, REEC.

RICHMOND—Jan. 19-20—Businessmen's Consultation, **W. Wyatt Martin, Ass't Commercial Attaché, Stockholm.** Sponsor: Commerce Field Office.

SAN FRANCISCO—Jan. 10—Export Finance & Insurance Seminar, Rm. 13216B, New Federal Bldg., 9:30 a.m.

SAN FRANCISCO—Jan. 17—General Export Seminar, Room 9207, New Federal Bldg., 9:30 a.m.

TULSA—Jan. 17—In-Office Workshop, Tulsa Chamber of Commerce. Sponsors: Tulsa Chamber of Commerce, REEC, Commerce Field Office.

WESTBURY, N.Y.—Jan. 16—World Trade Club of Long Island initial meeting, Westbury Manor, 12 noon. Speaker: Kenneth Gott, editor, *Business International*. Topic: Organizing for International Sales.

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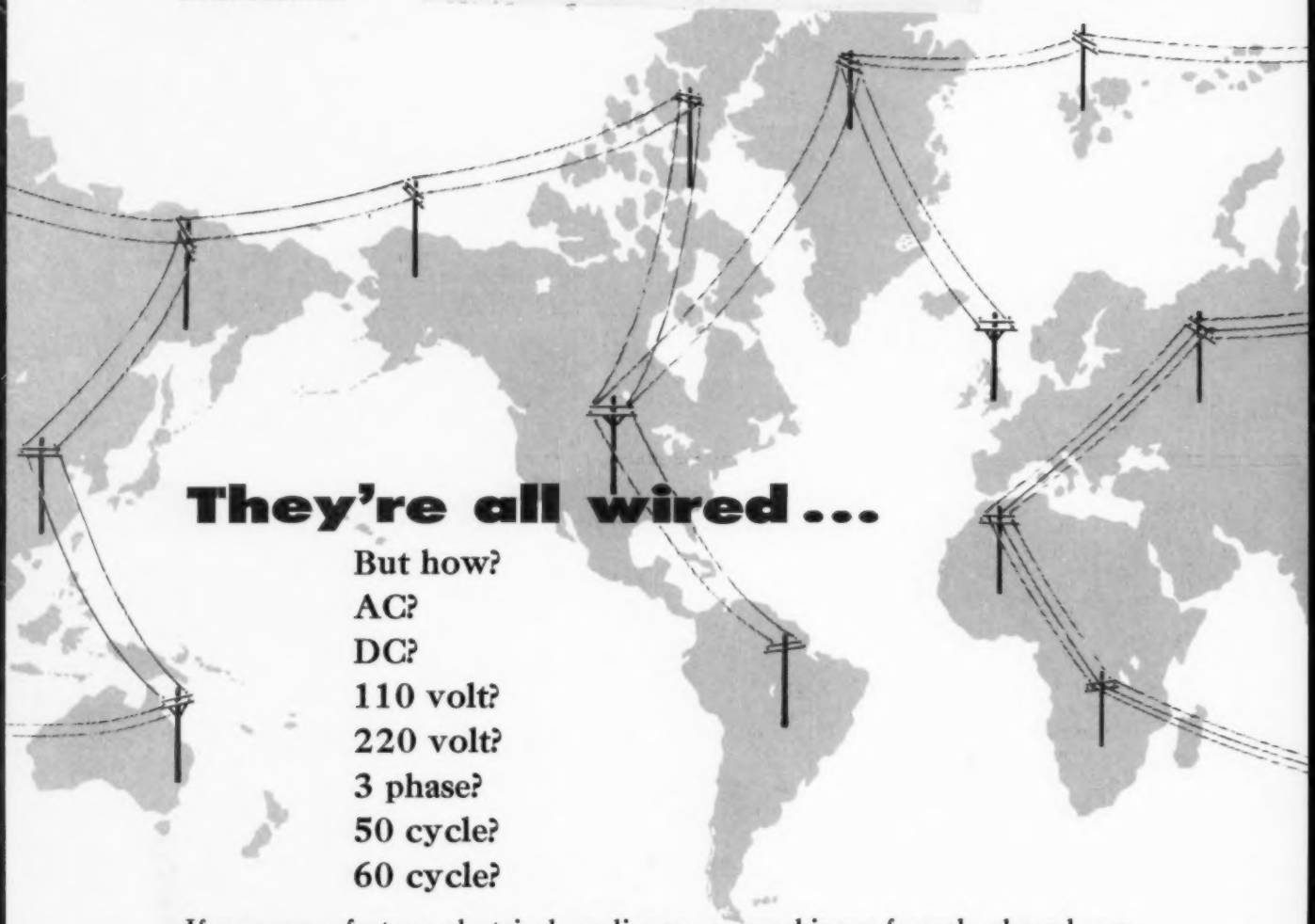

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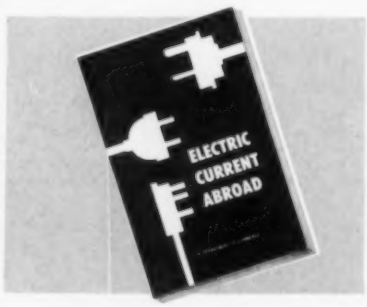

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